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# TRANSFER & STORAGE

Vol. XIV., No. 12.

PITTSBURGH, PA.

December, 1915



## IN THIS ISSUE:

Reports of New York Meeting of American Warehousemen's Association.

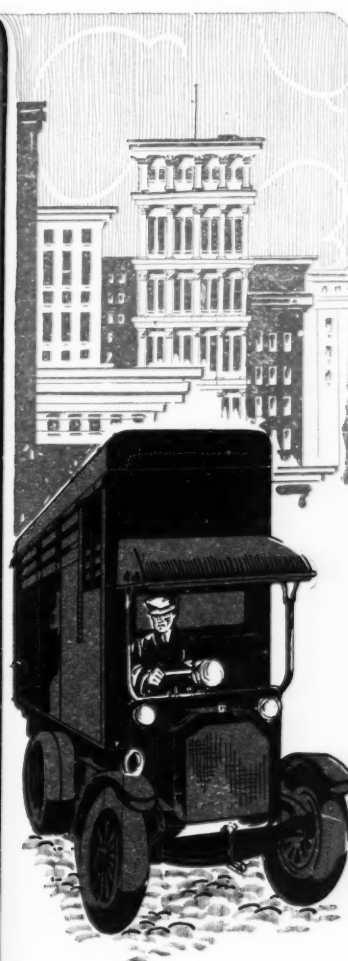
Birmingham Meeting of Southern Furniture Warehousemen's Association.

Public Utility Control Detrimental to Warehouse Industry; by Walter C. Reid.

Public Utility Control Advantageous to Warehouse Industry; by Charles S. Morris.

Transfer and Storage in American Cities — No. 4 — Montreal; by James S. Meldrum.

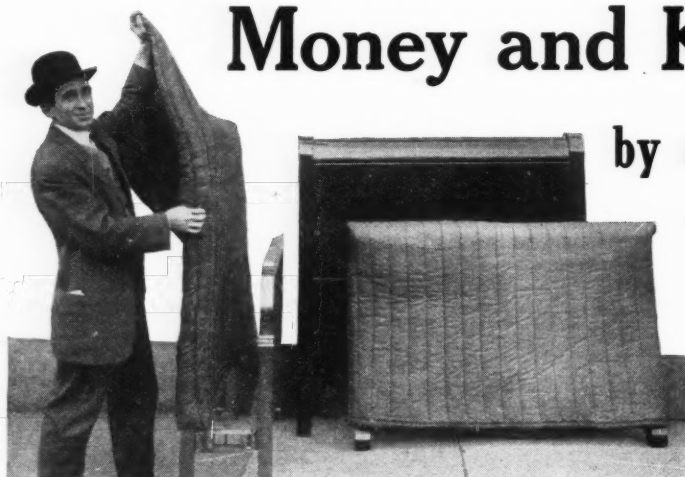
The Transferman and Pennsylvania Compensation Law; by Ward W. Pierson.



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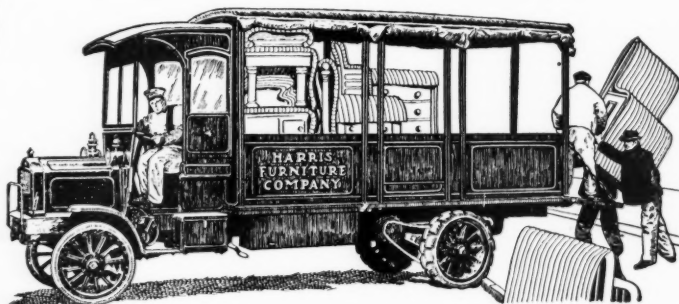
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# TRANSFER & STORAGE

PUBLISHED MONTHLY AT  
THE WESTINGHOUSE BUILDING,  
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H. T. LAY - - - - - MANAGING EDITOR

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If your customer can see a perfect reflection in the highly polished piece of furniture handled by you, her opinion of you is as perfect as the reflection. But if scratches or mars in the furniture blur the reflection, your standing with that customer is more than scratched—It is ruined. Never again will she entrust her goods to a warehouseman if she can avoid it, and least of all will she put them in your care.

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# TRANSFER & STORAGE

PUBLISHED MONTHLY

Entered at Pittsburgh Post Office as Second Class Matter.

Volume XIV.

PITTSBURGH, PA., DECEMBER, 1915.

NO. 12

Christmas and New Year's rush upon us one again; and the cry of "Do Your Christmas Shopping Early" that we hear now will soon be displaced by "A Merry Christmas" and "A Happy New Year." How many of us this year will exchange the season's greetings with our competitors? Probably more than last year and possibly more than ever before. The fraternal spirit in the transfer and storage business is growing. It's growth must of necessity be slow, and in some places mistaken members of the industry are fighting each other for their place in the sun still and are bleeding each other white doing it. Nevertheless, the fingers of organization and with them the fingers of good will to all are getting their grip on the men in the industry and during the coming year we may hope for better and greater things. May your Christmas be twice as merry and glad an occasion this year as it was last. May your New Year be twice as happy and as prosperous as the old.

\* \* \*

From all reports there were about 350 furniture and merchandise storage men, hanging around the lobby, gossiping at the soda counter and gathering in the meetings when the American Warehousemen's Association met at the Hotel Astor in New York City on December 1, 2 and 3. If this wasn't the biggest convention ever held we'd like to know when and where the biggest one was. D. V. Murdoch, of the Murdoch Storage & Transfer Co., of Pittsburgh, told us just now over the 'phone that it was SOME convention. D. V. knows a good convention when he sees one too, so in lieu of better adjectives we'll let it go at that. It was SOME convention.

\* \* \*

A movement is on foot to institute a Federal tax on motor vehicles in addition to the taxes of the individual states. The plan is to tax each motor vehicle turned out at the factory. Users of motor vehicles are being appealed to to help fight this tax by the motor vehicle organizations.

\* \* \*

The New York Merchants' Association is fathering a movement to put the tariff under the supervision of a commission similar to the Interstate Com-

merce Commission which is standardizing and supervising railroad practice. Another proposed commission is that to supervise ocean freight lines, rates and similar matters. Really, aren't we gradually working into a commission form of national government?

\* \* \*

Prosperity (may we remind you that TRANSFER & STORAGE predicted it over a year ago?) engulfed us so suddenly that some of the railroad lines running into New York City have been forced to declare embargoes on export freight, not having the facilities to handle it. The shippers blame the railroads, the railroads blame the lack of steamers, the steamship companies are too busy to blame anybody, and the New York "American" blames England. As yet Henry Ford and William Jennings Bryan have not spoken, and our private wire to Oyster Bay is out of order, due to the use of one word too large for its capacity. The chances are that all three factors in the situation are to blame. There is no reason why the shippers should send practically all their exports to New York City. There are other ports just as good and just as convenient. The railroads have delayed the ordering of additional cars and materials until too late, possibly due to the upheaval in railroad conditions of late years because of public regulation which descended suddenly and unexpectedly. The steamship companies have not enough ships to take care of the business, and the New York "American" is partly right. Government subsidy of steamship lines is to come up this winter in Congress. We need the ships for more purposes than one, and we, at least, believe that a reasonable plan for ship subsidy should have the backing of the commercial interests of the country, especially by the men in the transfer and storage business, an industry which so quickly feels depression or boom in other lines. Another thing that deserves the support of the country's business is "Preparedness." We'll be the richest country in the world at the end of the great war and where there's wealth there must be police protection. We haven't as many friends as we had.

# News of the Month---Past and Present---in Picture.



### Traffic Signals Create Consternation.

It was so new the tag had not been taken off yet.

Its tall, slender, green and red staff, gay in its Christmas colors, was completely overshadowed by an olive drab mountain.

It stood at the corner of Main and High streets all day yesterday while a gaping crowd blocked streets and sidewalks to look on.

As darkness fell it disappeared. It had been safely packed away that its paint might not be sullied by the cool night air.

It was one of the new traffic semi-phores, seven of which have just been purchased by Dwight Goodyear, safety director, for the six day men on the police department.

The olive drab mountain, which was but a blur beside the magnificence of the glittering traffic signal, was only a policeman.

Not Barnum and Bailey's circus in all its glory could have created the stir the traffic signal did in Lima. People cut diagonally across the street to pass near it. Wonder struck draymen, automobilists and delivery men stopped in the middle of the crossing to gaze at it. A motorman on an interurban car forgot to pull his little levers as he watched the policeman push a little handle and send the weather vane on top spinning around.

And up and down the street were more traffic signs. Their Christmas-like coloring stared at one every place. In front of the court house was one which said in big bold letters, "No Parking Here."

A farmer had hitched his horse to it while he visited the county capital. It made a lovely hitching post.

But when night fell they disappeared, as silently as they came. And thereby hangs a tale.

They did not have tail lights, and the police cannot permit anything without a tail light to be abroad at night. And besides what is the use of a policeman twirling a little sign around to tell you to "STOP" or "GO" if you can't see it.—From The Lima, Ohio "Gazette."

### River and Rail Terminals.

Factors operating against successful competition of inland waterways with railway lines were loss of time in the handling of freight and increase of cost arising out of distance to be covered in deliveries on or off shore to or from boats. The steamboat companies whose large boats lined the St. Louis Levee front less than a quarter of a century ago, could and would have remained in the transportation business, even with the shallower depths and more obstructed channels of that day, had not the costs and the time of handing freight, both in loading and unloading, practically wiped out the saving to shippers to be seen in the lower cost of the actual water haul.

The invention, and successful operation, of apparatus and appliances for the quick handling of freight on docks—doing away with the indolent and undependable roustabout, and reducing the necessary number of deckhands—has made it possible, wherever docks are found, for boats not only to give a cheaper service than formerly, but one of so much greater promptness that the old disadvantage of loss in time is practically eliminated. In all classes of nonperishable freight not needing to be billed to distant points by the most rapid route under contract, steamboats, when well provided with the new terminal facilities, can serve shippers expeditiously and economically. This has been the experience of inland ports where such facilities have been installed and operated long enough to demonstrate their value. It is the fact which has put river terminals out of the experimental stage and made them something sought by all shipping and distributing points with water connections.

To be most effective, and most profitable to industry and commerce, river terminals should be articulated with a system of railway terminals ashore. St. Louis is fortunate in this respect. In December the Terminal Association is to transfer to the city that one of its lines running along the Levee front, and which, connecting with all Terminal tracks, could also be connected with docks along the water's edge. Our neighbor on the opposite side of the river has just shown us how such things are done, a fact to which we have adverted in admiration of East and adjuration of West St. Louis.—St. Louis, Mo., "Globe Democrat."

### Chicago Cartage Exchange Hold Big Meetings.

For the past 2 months the meetings of the Exchange have been well attended and interesting. After a rather dull summer the members are hoping for improved winter business.

A new bridge across the Chicago River from Franklin to Orleans street is being agitated and many local associations are behind the project. The consent of the Federal War Department has to be obtained, as the river is a navigable stream. An association has been formed to push the matter as fast as possible, and headquarters have been opened at the Hotel Sherman. The bridge would be so located as to relieve much of the congestion now complained of in the northwest portion of the loop district. The state street bridge and viaduct is undergoing a thorough overhauling and will soon be in use again.

Street work is progressing, but there is still a great amount of work to be done. The heavy traffic passes along certain streets, for various reasons, to the exclusion of others, and mergers in the congested depot district, keeping the streets continually in need of repair.

The Exchange officers and the Executive Committee have been very busy for the past few weeks, but

all have done the work cheerfully for the benefit of the whole membership, and the association is becoming more firmly consolidated with every proposition requiring concerted effort which it takes up and satisfactorily handles.

CARTAGE EXCHANGE OF CHICAGO.

### Camden Elects Officers.

At the regular monthly meeting of the Camden Team Owners' Protective Association, at the Wildey Hall, December 1, the following officers were elected:—

Levi J. Troth, President; E. Frank Clark, Vice-President; John Ballinger, Treasurer; Charles J. Ball, Secretary; Edward O'Connor, Sergeant at Arms.

This association has been very active in the past, in forwarding the movement for the laying of Belgian blocks with concrete foundations through the main thoroughfares where teaming is being done.

It, also, has contributed largely to the different poor-funds throughout the City.

It is, at the present time, taking steps to assist the mayor in co-operation in fraternal and secret organizations in forwarding a movement to build a large municipal hall.

We believe in boosting Camden, and with the Board of Trade, our utmost aim lies in putting Camden on the Map.

TEAM OWNERS' PROTECTIVE ASSOCIATION OF CAMDEN COUNTY, N. J.

CHARLES J. BALL, Secretary.

### Get Right With Your Competitor.

As an illustration of the modern trend of men in the transfer and storage business, the following paper by Clarence J. Skinner, of the Merchants Transfer & Storage Co., of Topeka, Kan., is one of the best that can be found. Mr. Skinner read this paper at the annual meeting of the Illinois Furniture Warehousemen's Association at Lake Harbor, Mich., last June, and it is taken from the report of the Proceedings of the Meeting:

Twenty-five years ago, Topeka harbored three bands of savages. They made a precarious living, robbing people and cutting each others throats. They knew no different. It was the way their fathers had done, and but for the advent of a traveling missionary, hailing from Colorado, they might still be working along the same crude unprofitable lines.

He came there, bent on other interests, but stayed for a time to preach the Gospel of Co-operation to those isolated barbarians who, in their misguided zeal, were striving by every means in their power to deprive their competitors and neighbors of every good thing possible.

The call of this first Apostle of Co-Operation or Business Sense, occurred along in the early 90s. It opened their understanding in a measure for he told them many strange things; among others, that in the Great Business Centers of the East, men engaged in the same line of business often met! And conferred to-

gether! And even became fairly friendly with each other!!! This last was a condition they could scarcely conceive of as their method had been based on rule of "War to the knife" and the "Knife to the hilt."

While his words made a strong impression on those natives, they (the words) bore but little fruit until along about the beginning of the present century, when two other messengers of light came that way, mingled with this heathen bunch, and finally induced them to come together at a dinner and a discussion of "Road and Alley Improvements" which were much needed in our city at that time.

Seen through the after dinner smoke, we viewed each other in a softer light and faintly grasped the thought that our interests, instead of being antagonistic, were nearer parallel!

Shortly after this memorable meeting of all the hauling interests of the city, the transfermen met, discussed matters of more personal interest, gradually getting nearer together, and gaining more confidence in each other as we saw the advantages in so doing.

Things went on in this way for a time, with some improvement, but the most valuable factor in this civilizing. "Get Together" process (which of course was going on simultaneously throughout our broad land) I say the powerful factor was public service performed.

I should add in this connection, that this First White Missionary afterwards joined the Illinois Furniture Warehousemen's Association, still lives in Denver and still thinks that the World Revolves Because His Wheels Do. (Mr. Skinner evidently refers to George E. Turner of the Turner Moving & Storage Co., of Denver —Editor's note.)

Just in proportion as we conscientiously respond to this call of the public need, that is commercial club duties, fostering good road movement, in that same proportion are we bettered in our own condition.

As an illustration, take one case which occurred a short time ago. The proprietors of two of the rival transfer companies, just for a joke, were chosen captains of rival teams in a canvass for a college endowment fund. And after spending 10 days' time, and their best thought in the accomplishment of this good work, each found himself in closer touch with his neighbor, and better equipped than before to serve the same public.

In Explanation: When requested to do something besides loaf at Lake Harbor, it was also suggested that a word about the local development of this new thought might be permissible, in order to show the improved condition of this, our group of the world's workers. Transportation is without doubt the second most important thing in the work of the world.

To produce is first but to collect and distribute the products produced must be second. Thus, the transferman will always have a job and the storageman will always be a necessary factor as long as the world

stands. No matter, then who the messenger may be, nor how crudely the message be presented, it must be apparent to every thinking operator of this generation:

That co-operation in some of its many varied forms must enter into all our future plans and calculations. This is proven by the numerous propositions which are offered everywhere, such as bonuses to workmen; profit sharing coupons; percentage of profits to employes, and the like.

This last is the most common in the manufacturing world, and as I can testify, works out to the advantage of both employer and employee. In brief, then:

Let us co-operate with our competitors in some ways.

Let us co-operate with our employes in every way.

Let us co-operate with our patrons in their way, giving them our best service, and our own best interests will have been served.

THE TRANSFER & STORAGE DIRECTORY is still progressing. A few of the listings are not yet in and if you are one of those who didn't fill in the blank, dig out your November number, fill out page 26 on the typewriter (we'll grant that you have more than one—please don't argue) and send it in NOW. If you are listed "No Report" you will lose a large number of shipments during the coming year, even if you are an association member. This listing will cost you nothing. It's free advertising for you. Help us to keep down the expense of your representation.

### Uniform Traffic Code for Ohio.

Ohio for the first time in its history, has a uniform traffic code, effective December 5, following the lead of New Jersey.

State Highway Commissioner Clinton Cowen has announced that the state's "safety first" traffic regulations, authorized under the Cass road law enacted last winter, are ready for distribution.

The rules, designed to supplant hundreds of various city and village traffic ordinances, apply to all "vehicles" and "conveyances" known to man except baby carriages, street cars and railroad trains.

"Tourists no longer need carry traffic regulations of every city in the state in their pocket. Motorists can journey from one end of the state to the other without memorizing all the village ordinances and without fear of arrest by country constables, provided they know the state code," Cowen said Saturday.

The new code, among others lays down the following rules:

No motor vehicle shall operate on a road at a greater speed than 8 miles an hour in the business sections of a city; 15 miles an hour in other parts of a city, and 20 miles an hour on country roads.

Muffler cutouts shall not be used between 8 p. m. and 6 a. m. within 100 yards of any residence or with-

in any district wherein household residents might be disturbed.

All motor vehicles between 30 minutes after sunset and 30 minutes before sunrise, two white lights in front of sufficient power to be visible 200 feet away, a red tail light and white tail light illuminating the auto number.

Bright lights on any vehicle or street car must be dimmed or controlled while approaching other vehicles so as to protect from the direct glare.

Unnecessary smoke from motors is forbidden.

Vehicles must stop to permit the loading or unloading of street cars.

Turn to the right in passing coming vehicles.

Pass vehicles in front on the left.

Motorists in front shall signal by stretching out the arm horizontally on turning or checking their speed in highways or city streets.

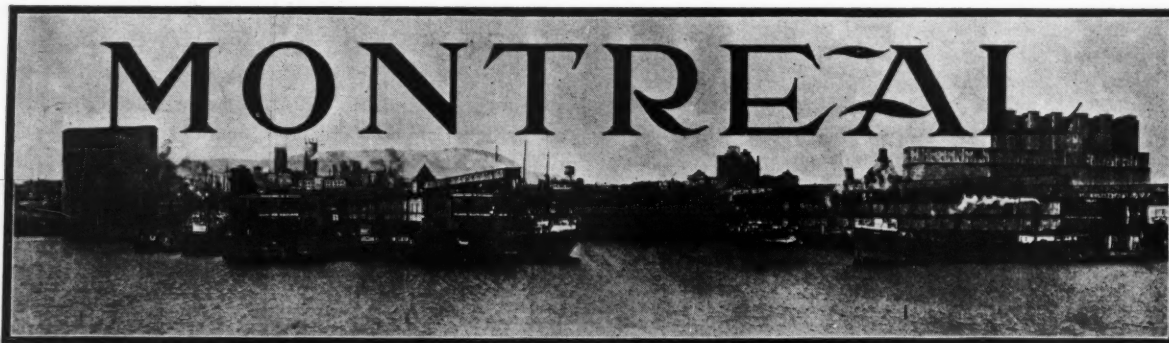
The code, likewise, provides rules regulating the loads carried by various conveyances, width of tires, speed of heavily loaded vehicles and the like.

The rules providing youngsters or grownups can't "steal" rides unless drivers are willing, and "intoxicated persons" are forbidden to operate autos, motor trucks, or motorcycles.

The entire code is largely the work of W. A. Alsdorf, secretary of the Ohio good roads federation; Fred Caley, secretary of the Cleveland Auto club, and Harry Gordon, secretary of the Cincinnati Auto club.

The Southern Furniture Warehousemen's Association also had an extremely successful meeting at Birmingham, writes T. F. Cathcart, of the Cathcart Transfer & Storage Co., at Atlanta, secretary of the association. These two meetings were certainly fine conclusions to a year of progress in the transfer and storage business.



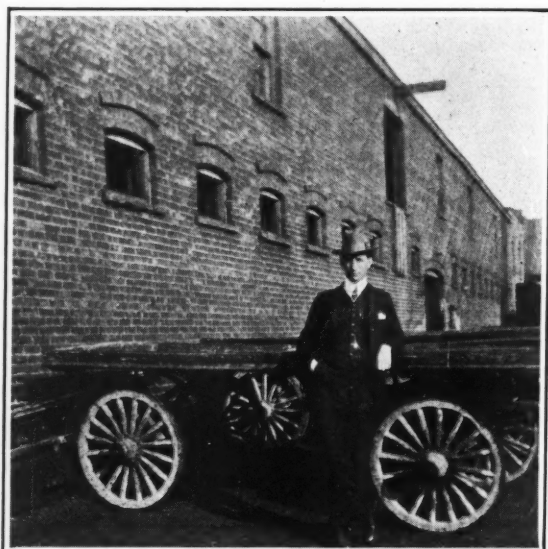


The following article on Montreal, Canada, which is No. 4 in our series of articles on Transfer and Storage in American Cities, is contributed by James W. Meldrum, secretary of Meldrum Brothers, Ltd., of Montreal, one of the Canadian City's most prominent and progressive transfer companies.

**M**ONTREAL is the largest, and by far the most important city in Canada, and is situated at the head of ocean navigation on the St. Lawrence River, and at the foot of the great canal system connecting same with the great lakes on the west.

The population of Montreal is 650,000 exclusive of the immediately adjoining suburbs, which in three cases are incorporated cities, which if they were included would mean an increase of 100,000 more. The people speak a dual language, French being more general than English, although the universal language in the commercial life of the city, is English.

That portion of the city, wherein are situated the warehouses, and principal wholesale firms, and adjoining the river front, and close vicinity, has, owing to the fact that it was laid out in the old French style, prevalent 250 years ago, very narrow streets, with a consequent congestion of traffic in this vicinity.



James W. Weldrum, Secretary of Meldrum Bros., Ltd., Montreal, the Author.

The harbour is one of the finest, and best equipped on the American continent, being especially equipped for the rapid, and economical handling of the enormous quantities of grain, that flow eastward to Europe. The freight sheds for the accomodation of the various lines of steamers, plying between all parts of the world, and Montreal, are constructed of steel and concrete, two stories high, and all are equipped with electric team elevators for the accomodation of the cartage companies. The wharves are well paved with scoria block, and every part of the equipment is kept in the most up to date manner.

The harbour commissioners own and operate the railway facilities along the water front, charging the railways for the services rendered. The harbour is governed by a commission of three members, known as the Harbour Commissioners. These members are appointed by, and are under the control of the Federal Government. Although appointed by the Government they are allowed an absolutely free hand in their appointments, and eliminate politics from all their actions, with the result that Montreal has an example of what is probably the best commission government in America. An idea of what the importance of the harbour is to the City of Montreal, and the cartage business here, is more forcibly impressed, when the fact that the annual business of the port of Montreal, is only exceeded on this continent by that of the port of New York, which port is open for business all the year, while that of Montreal is closed with ice for 5 months in every year.

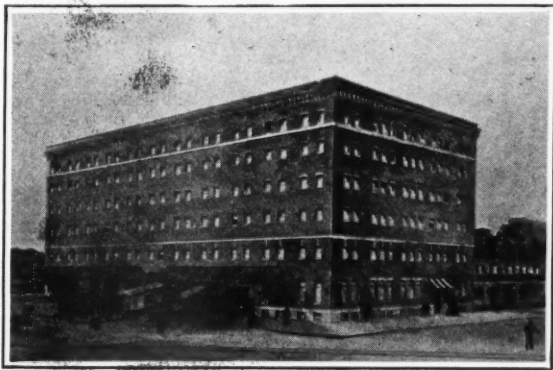
The pavements in Montreal have undergone considerable experimenting the past few years, and the trend of the civic administration now is to pave the streets on which heavy traffic is universal with granite, streets on which lighter traffic prevails, with artificial paving blocks, and side, and residential streets with asphalt. Considerable improvement has been made during the last few years with street paving, but there still remains considerable more to do.

Montreal has a vehicle tax as follows:—Double teams, \$12.00 per annum, single 4 wheel wagons, \$9.00 and dump carts \$5.00, which money goes into the common funds of the city treasury.

There are numerous firms and companies engaged

in the cartage business in Montreal, but the bulk of the teaming is in the hands of a few large companies. The Dominion Transport Co., Ltd., is the largest, and has a contract with the Canadian Pacific Railway for its cartage. The Dominion company has and employs, in Montreal in the neighborhood of 450 horses. A very close second is the Shedden Forwarding Co., Ltd., which has a similar contract with the Grand Trunk Railway, and its subsidiary lines.

The latest transcontinental line, the Canadian Northern Railway, owns and operates its own teams. All of the above three companies also own, and operate the cartage services of their respective railways in other cities in Canada, besides Montreal. The contract that they have with the Railway is for the delivery and picking up of all freight on a zone basis, per 100 pounds but any shipper or consignee has the right and privilege to team their own freight, and on the whole this system works very satisfactorily. The theatrical and baggage transfer business, is in the hands of the Canadian Transfer Co., Ltd., who have contracts with the various railways for this class of business. The above four companies confine their activities to their respec-

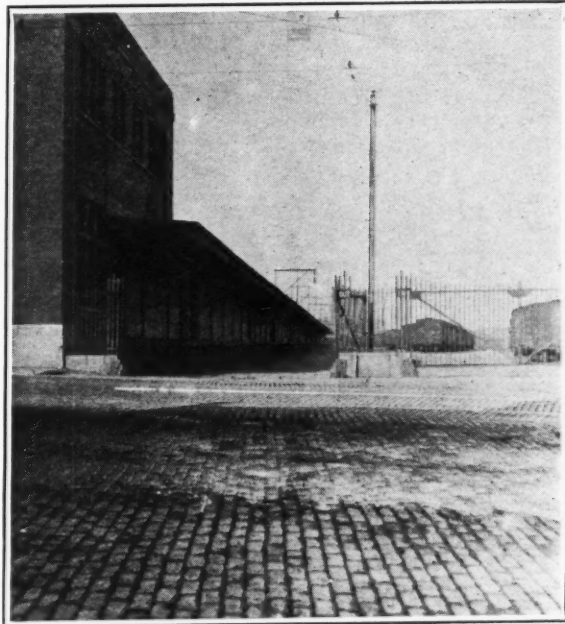


Fireproof Storage Warehouse of the Terminal Warehouses, Limited.

tive contracts, and do not interfere with any outside work.

Among the other principal cartage companies operating here may be mentioned, Meldrum Bros. Ltd., with 300 horses, Cunningham and Wells, Ltd., with 250 horses, The Baillargeon Express Co., with 250 horses and D. Donnelly, Ltd., with 200 horses, and Kendall Bros., with 100 horses.

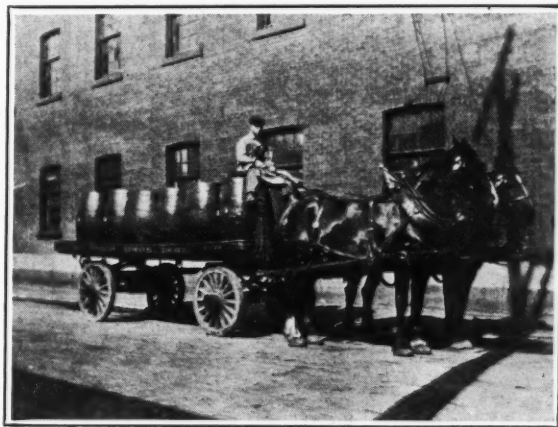
Montreal is well served with freight terminals, by both of the principal lines running into the city, namely the Canadian Pacific Railway, and the Grand Trunk Railway, and ample justice is done to both the railways and shippers, when disputes arise, by the Dominion Railway Commission. There are three principal terminals here, namely Bonaventure, Pt., St. Charles, and Place Viger. All are well equipped with modern freight sheds, and electric cranes for the handling of heavy goods.



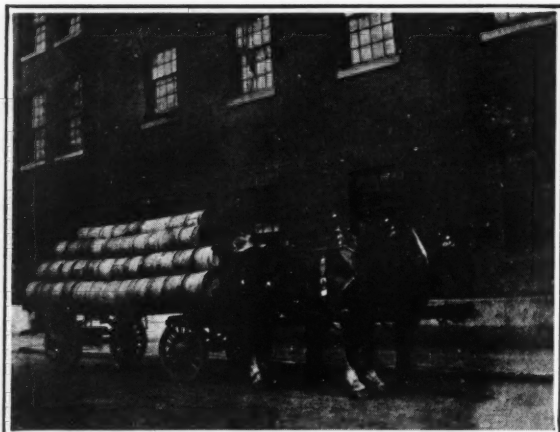
Section of Local Freight Sheds at Place Viger of Canadian Pacific Railroad, Taken on Sunday Afternoon.

Cars are switched, to and from cranes free, and no charge is made for the use of the crane, in loading or unloading cars.

The type of wagon in general use here is the steel bodied, double and single lorry type, and it will take someone better than a Philadelphia lawyer to convince a Montreal cartage contractor, that they have not got the best type of wagon for general cartage purposes. Few cities can show a better class of horses, than are to be seen in general use here. Mules are unknown, and thousands of the residents have never seen one. Drivers wages here are as follows:—Single rig drivers \$11.00 per week, double drivers, \$13.00 per week, and helpers \$13.00 per week. Overtime after 6 P. M. 25 cents per hour. The bulk of the labor is French speaking, and



Steel Bodied Double Wagon, 14 Feet Long, as Used by Meldrum Bros. Cartage Co., Ltd.—Wagon Is Loaded With 18 Barrels.



Steel Bodied Double Wagon, 14 Feet Long, Loaded with 113 Boxes of Cheese, Weighing 95 Pounds Each.

a foreman has to speak the French and English language fluently. They have no recognized union, but the experience of a couple of strikes a few years ago, proves them to be very clanish.

For a metropolition city, Montreal is very peculiarly situated, as regards the transfer of household goods. There is an old Provincial law, which is firmly entrenched by custom, whereby all house leases expire on the 30th of April in each year, and 3 days grace are allowed to move in, with the result that 90 per cent of the moving of household effects are done in the first 3 days of May. Prices during these 3 days run from \$2.00 per hour up to \$5.00 and \$6.00 per hour, and each and every description of vehicle is pressed into service. During the balance of the year very little moving of household effects is done, and despite various attempts to have this unjust law changed, it still remains a statute, to the great benefit of the landlords.

Montreal has really only one large modern fireproof storage warehouse, namely the Terminal Warehouse, and whose interests are very closely interlocked with those of the Grand Trunk Railway. A splendid opening exists here for one or two more such warehouses.

Another expensive factor in the cartage business here is the necessity of having a summer and winter plant, as for 4 months of every year, during the winter,

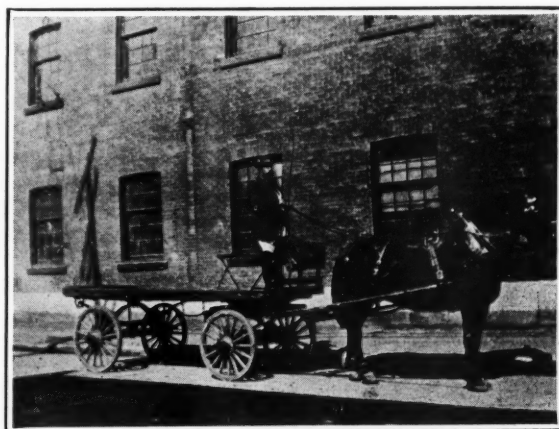


Section Between Freight Sheds of Canadian Pacific Railroad on Place Viger, Montreal.

wheeled vehicles are useless. A large number of horses have to be kept all winter with little or nothing to do. The ice harvest utilizes from 500 to 600 teams for 6 or 7 weeks every winter, and the ice companies are usually able to obtain them at very close figures. The carting of ice here in winter is all done on the tonnage basis.

Motor trucks have so far made little progress in Montreal owing chiefly to the fact that they are difficult to operate in winter, off any of the streets on which the surface cars run, and in the narrow congested streets in the lower part of the city. However, during the past summer a noticeable increase has been made in the number of lighter parcel delivery motors.

The Billargeon Express Co. is the largest firm of household movers in the city. This company has the only fireproof warehouse for household goods in Montreal. Outside of the Terminal Warehouses and the Baillargeon warehouse, any other warehouses in Montreal that are used for the storage of household goods are of the non-fireproof variety and are used for general merchandise also. This class of business,

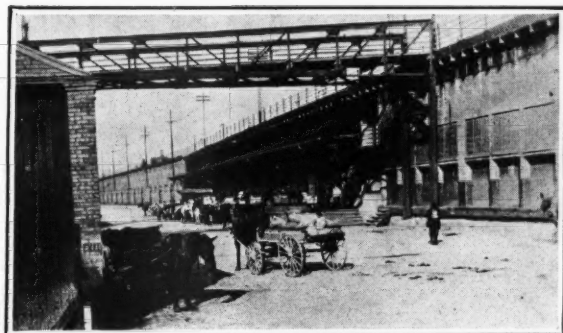


Single Type Steel Bodied Wagon as Used by Meldrum Bros. Cartage Co., Ltd.

i. e., the storage of household goods, is not as highly developed in Montreal as in the cities of the United States, owing chiefly to the lease system previously explained.

The Baillargeon company does practically all of the piano moving in the city, both for individuals and for piano dealers. Most of the household goods moving is done by the hour in Montreal. On the first three days of May the prices range from \$2.00 to \$5.00 per hour, and at other times during the year from \$1.25 per hour up. This is for one double rig and one man beside the driver.

The Montreal Vehicular Traffic Association is an organization of all the horse owners in Montreal. It has a large membership from among the cartage companies, however. It is only when questions that affect the owners of horses arise that the association



Section of C. P. R. Sheds Devoted to Daily Truck Auction at Montreal.

is at all active. Some of the matters successfully taken up have been the opposition to the tramway company in Montreal in trying to secure certain streets, at present restricted to vehicle traffic, for their rails. Objections were made to the use of such large quantities of salt and sand on tramway company's rails during the winter months, it being found that these were injurious to horses' feet. The objection was successful in restraining the practice.

At the last session of the legislature, the Farriers' Association tried to pass a bill to prohibit any farrier from exercising his trade unless he was a member of their association. This was successfully opposed by the Vehicle Association. The enactment of such a law would have meant that the large cartage companies, which do all their own shoeing, would be practically at the mercy of the Farriers' Association. The officers of the Montreal Vehicular Traffic Association are, president, Lieutenant-Colonel George Stark; vice president, Lieutenant-Colonel A. E. Labelle, and secretary and treasurer, J. R. Innes.

Team rent is from \$6.00 to \$7.00 per day in Montreal, depending upon the class of work and the kind of a team supplied. Four cents per 100 pounds is the usual charge for hauling freight in the city proper. The minimum charge for any one consignment is 20



Steel Bodied Double Wagon as Used by Meldrum Bros., Carrying General Load.

cents. The Grand Trunk Railway system gets out a printed cartage tariff sheet with rates and exceptions given thereon.

In general Montreal is not far behind any other city in the cartage transportation business, and will well merit a visit from our American cousins, for whom we all entertain warm feelings. They will always find the latch key on the outside of the door, any time they feel disposed to pay us a visit.

Montreal, September 25, 1915.

JAMES W. MELDRUM.

### Will The Auto Kill Competition?

There are more lamp chimneys manufactured and sold today than ever before. This may seem a strange opening paragraph for an article on the automobile industry. It has, however, a very important bearing upon the future of the motor vehicle industry.

When gas was first commercialized, it was believed to sound the death knell of the kerosene lamp; then electricity was perfected for illuminating purposes and pronounced as the medium which would put gas out of business.

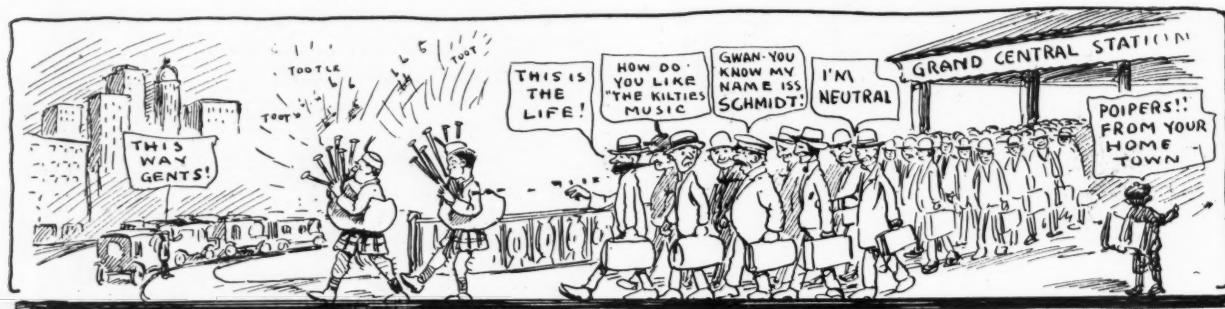
Offhand one would be tempted to say that electricity is the light of today and that both gas and kerosene lamps are obsolete, yet actual statistics show that there is more gas consumed and more kerosene lamps in use than there were before electricity was commercialized.

We are not arguing that the kerosene lamp or gas burner are as desirable as a modern electric light. We are simply pointing out the fact that with the introduction of an improved lighting service, the former methods of illumination have continued in use and continue to grow as commercial commodities. Whenever a new invention is announced it faces two extremes of comment. One is to the effect that it cannot prove a success in the face of existing competition. The other that it is such an improvement that it will put the old usages intirely on the shelf. Very rarely, indeed, does either prophecy come true.

The truth is that when a new commodity is introduced that is of service to humanity, it makes a place for itself. The introduction of gas for illuminating purposes made light a greater necessity. The introduction of electricity as light served to turn our nights into day, thereby, instead of proving an oppressive competition, stimulating the demand for both the illuminating gas and kerosene lamps.

The truth illustrated in the above comparison has a direct bearing upon the future of the automobile industry. No industry has ever been less understood and less appreciated in proportion to its merits than the motor vehicle industry. No industry has ever come in for a greater degree of unjust criticism. This is not surprising, however, for no industry has ever grown to such gigantic proportions in such a short time.—From "The Implement and Vehicle Journal."

# New York Convention is Largest Ever Held



The Western Delegation Enters New York City for the Convention.

One hundred and twenty-seven members of the American Warehousemen's Association, and 151 guests, including thirty-two ladies, were registered at the annual convention of the association at the Hotel Astor in New York City on December 1, 2 and 3, a total of 278, and more than enough local members of the New York Furniture Warehousemen's Association, which held its meeting in conjunction with the American Association this year, the New Jersey Warehousemen's and Van Owners' Association, the Van Owners' Association of Greater New York, the New York State Cold Storage Association, and the Port of New York Warehousemen's Association were present bringing the total up to very nearly 400 registrations.

The convention convened at 9:30 a. m. on December 1, when the address of welcome was delivered by William Fellowes Morgan, president of the Merchants Association of New York and who is also an officer of the Brooklyn Bridge Freezing & Cold Storage Co., a member of the Association. President Lovejoy of the Association responded on behalf of the Association.

Then followed the regular business of the meeting with the report of the secretary, the treasurer and the executive committee. Special committees reported then, continuing on through the afternoon.

The following day the separate meetings of the Household Goods and Cold Storage Sections were held. James F. Keenan of the Haugh & Keenan Storage & Transfer Co., of Pittsburgh, chairman of the Household Goods Section presiding at that meeting, which was the better attended of the two. The program of this meeting was printed in full in the November number of **TRANSFER & STORAGE**.

Owing to the great amount of work connected with the preparation of the coming edition of **THE TRANSFER & STORAGE DIRECTORY**, it was impossible for **TRANSFER & STORAGE** to have an editorial representative present at the convention, general summary of the best ideas advanced by those present, upon the various subjects taken up will be given in our January number.

The principal and most important topic of the meet-

ing was Public Utility Control of Warehouses, four able papers being presented upon this subject. Two of these papers are given in this issue and the other two, with the principal points of the discussion following will be given in later issues.

Prosperity came in for its share of discussion, being emphasized particularly in the report of Secretary Criss of the Union Storage Co., of Pittsburgh, Pa.

"The year has been a prosperous one to those engaged in the warehousing industry," Mr. Criss said, "notwithstanding conflict now raging in Europe and affecting, in greater or less degree, nearly every branch of industry other than of purely local character. The year probably has witnessed more peculiar business conditions than in any other year in the life of the association.

Warehousing conditions are better and being steadily improved, and from the reports which come to us the Federal Reserve banks are proving a great boon in warehousing, and a great improvement in warehousing facilities will surely follow in those States where those matters have heretofore not received attention worthy of their importance.

In manufacturing lines, while some depression existed early in the year, there has for some months probably been as great activity as was ever witnessed, and while owing to war materials and supplies, the volume of manufactures for domestic uses and for countries other than those at war is reported to be very large. This activity inures more directly to the benefit of carriers and transfer companies than to warehousemen, but they nevertheless share in the better conditions of trade.

"The opening of the Panama Canal and its operation up to a recent date created new conditions in the movement and distribution of goods. The comparatively short time operated, however, before it became closed to traffic on account of slides was hardly sufficient to demonstrate what changes may be expected as affecting warehousemen, but it was sufficient to show that they will be considerable.

"While the storage and handling of foreign goods in bond have of necessity been greatly interfered with by the European war, so far as we may judge by the month-

ly reports, the stocks in warehouse are greater than usual, as each month shows a considerable excess in value of merchandise reported as 'remaining in warehouse.' The relation of the value to the bulk or space occupied is, however, an uncertain quantity and an increased value does not necessarily indicate a

greater utilization of space.

"In the household goods and removal fields the year is reported to have averaged favorably with preceding years."

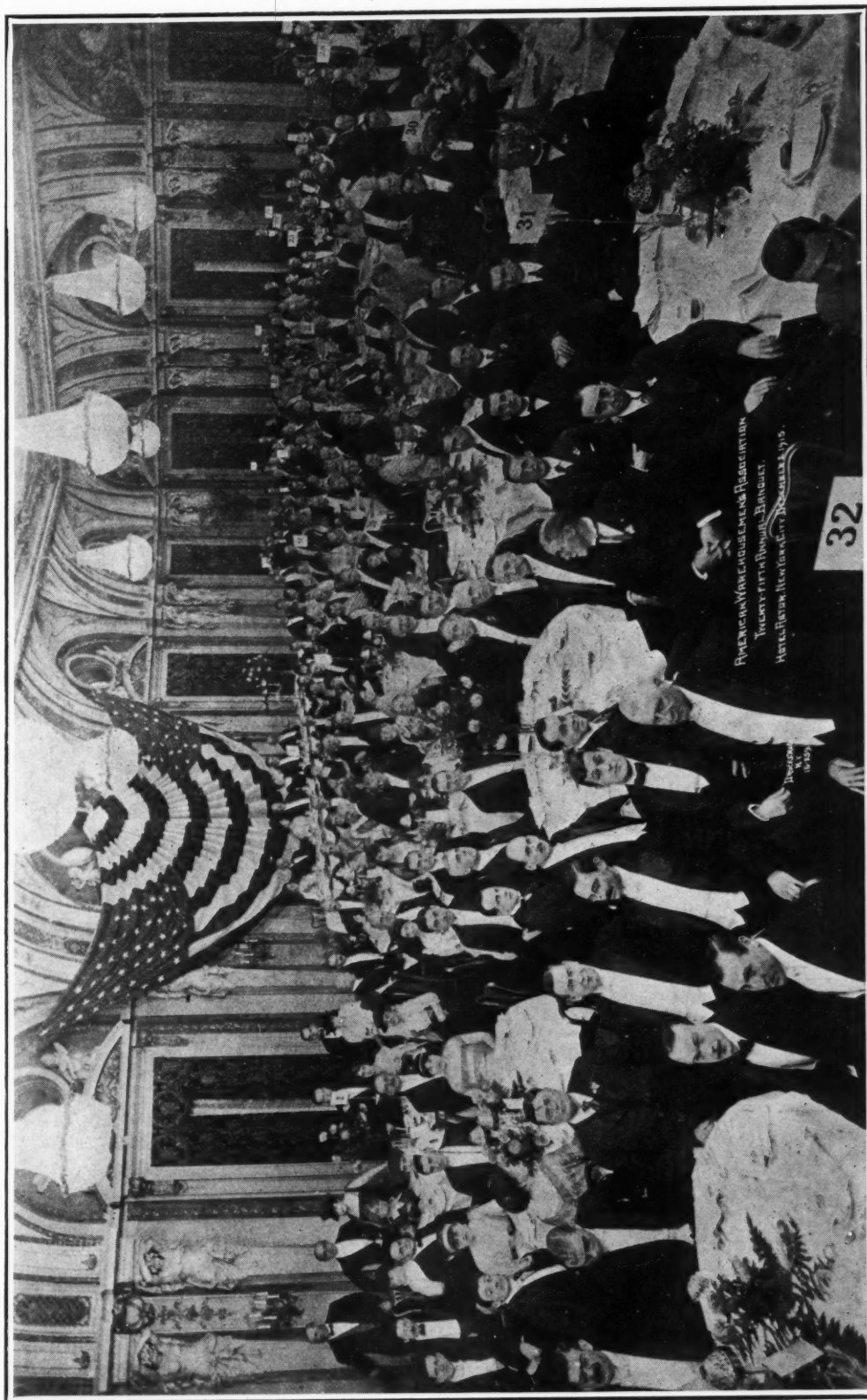
Arthur P. Jones, Chairman of the Committee on Railroads and Steamships, in his report also told of the improvement in trade condi-

tions.

"It is with a great deal of satisfaction," he said, "that this committee is able to report a large increase in railroad tonnage, to such an extent that most of the railroads are breaking their tonnage records. There seems to be a feeling of confidence that the crises through

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Annual Banquet of the American Warehousemen's Association at the Astor Hotel in New York City on December 2.

which the country has passed is over. This is evidenced by the fact that the railroads have started placing orders for equipment, extensions, and improvements, which means a renewal of business in practically all lines."

The freight congestion situation also was touched upon in the report of the railroads and steamships committee. The congestion, the warehousemen maintain, would be greatly relieved if the railroads charged higher storage rates, as it is, the consignee are allowed to have their goods remain in cars at a much cheaper rate than they could get from the warehousemen.

"This competition with railroad storage rates," Mr. Jones said, "is particularly destructive where the railroads give either free or unremunerative storage or rental rates. In several Southern lines, for example, the storage for a period not exceeding 6 months, including wharfage and handling in and out of store, is 4 cents for a hundred pounds. The charge for 30 days is 3 cents for a hundred pounds. In other words, the charge per hundred for the last 5 months' storage is 1 cent.

"It is manifestly impossible for a storage warehouse to compete with rates of this kind. It has been proved that the carriers were depleting the revenues from their transportation services by rendering storage and terminal facilities which were no part of the transportation business at either free or unremunerative rates."

The association convened for another general session on the morning of December 3 when the first subject was the report of the committee on general merchandise which showed the need of more effective co-operation with the association. G. M. McConnell of the Railway Terminal & Warehouse Co., of Chicago, is chairman of this committee. Mr. Benedict reported for the Committee on transfer and forwarding of which he is chairman. A paper was read by A. G. Thomason, Demurrage Commissioner for New England on "Storage by Common Carriers." A special committee on warehousing as a public utility, consisting of Mr. McConnell, general chairman, Mr. Troyer for the Household Goods Section and R. H. Switzler for the Cold Storage Section made its report. S. H. Martin of the Equipment Investment Co., of Chicago closed the session with a paper "Sprinkler Equipment for Warehouses."

The question listed for discussion at this last session were:

1.—The Need of Uniformity in Warehouse Stock Records. 2.—The Advisability of Adopting Tariff Schedules Showing Rates and Rules. 3.—Uniformity in Rates for Handling Unclaimed Freight. 4.—Licensing and Bonding Warehousemen. 5.—Misuse of Words "Warehouse" and "Storage" in Names of Transfer & Express Companies." 6.—"Service Charges for Shipping Papers, Making Reports, etc."

## The New York Convention's Social Side

When the New York Furniture Warehousemen's Association set about to provide entertainment for the Convention of the American Warehousemen's Association, they took into account the cost of high living on Manhattan Island, and assisted by some of the merchandise warehousemen of New York, they contributed enough beautiful large dollars to make a fund that would stand any sort of strain. To date there are no reports of its having cracked under said strain, though the guests are still out of breath at the lavishness of their entertainment.

Though a few arrived several days in advance of the convention the majority came into New York from Chicago and the west on the Lake Shore Limited, Tuesday November 30. At Harlem where the locomotive is changed for an electric engine to pull the train to its destination, the committee got on board, with two Scotch bag pipers to welcome the visitors. The music (?) of the Highlanders touched a responsive chord in the good Scottish soul of H. J. Latimer of Cleveland, and in as correct an imitation as he could give of a Killie—hampered by his conventional business suit—he did a Highland Fling down the aisle of the car. He left no room for doubt of his high spirits, and everybody was soon similarly infected.

At the Grand Central Station, a line of march was formed, and the bagpipers led the way to a throng of waiting motors, which carried the visitors to the convention headquarters at the Hotel Astor.

After a hurried freshening up, the New York Furniture Warehousemen's Association and ladies entertained at a dinner. It was informal in intention, but socially was a great success as a means of renewing old and making new acquaintances.

On Wednesday morning after getting the ladies started on a motoring trip, the members assembled for their first business session. Not all were faithful to the cause in the afternoon, and about twenty-five men climbed into a big Packard omnibus and went sight seeing. The first sight was at Healy's—twenty-five right feet on a brass rail, when those feet belonging to Warehousemen might be said to be a sight surely—and the second sight was at the Claremont Inn on Riverside Drive. Here there was no brass rail, so the sights were taken across small tables, but the results proved about the same. Between sights a stop was made at Schramm's new warehouse on One Hundred and Seventh street.

Going down Riverside Drive, West End avenue and Tenth avenue to West street the party passed

through some very congested traffic conditions, and got a little idea of the difficulty experienced in New York in the handling of freight at the ferry, steamship and railroad terminals.

The Trans-Continental Freight Co., represented by F. L. Bateman, also president of the

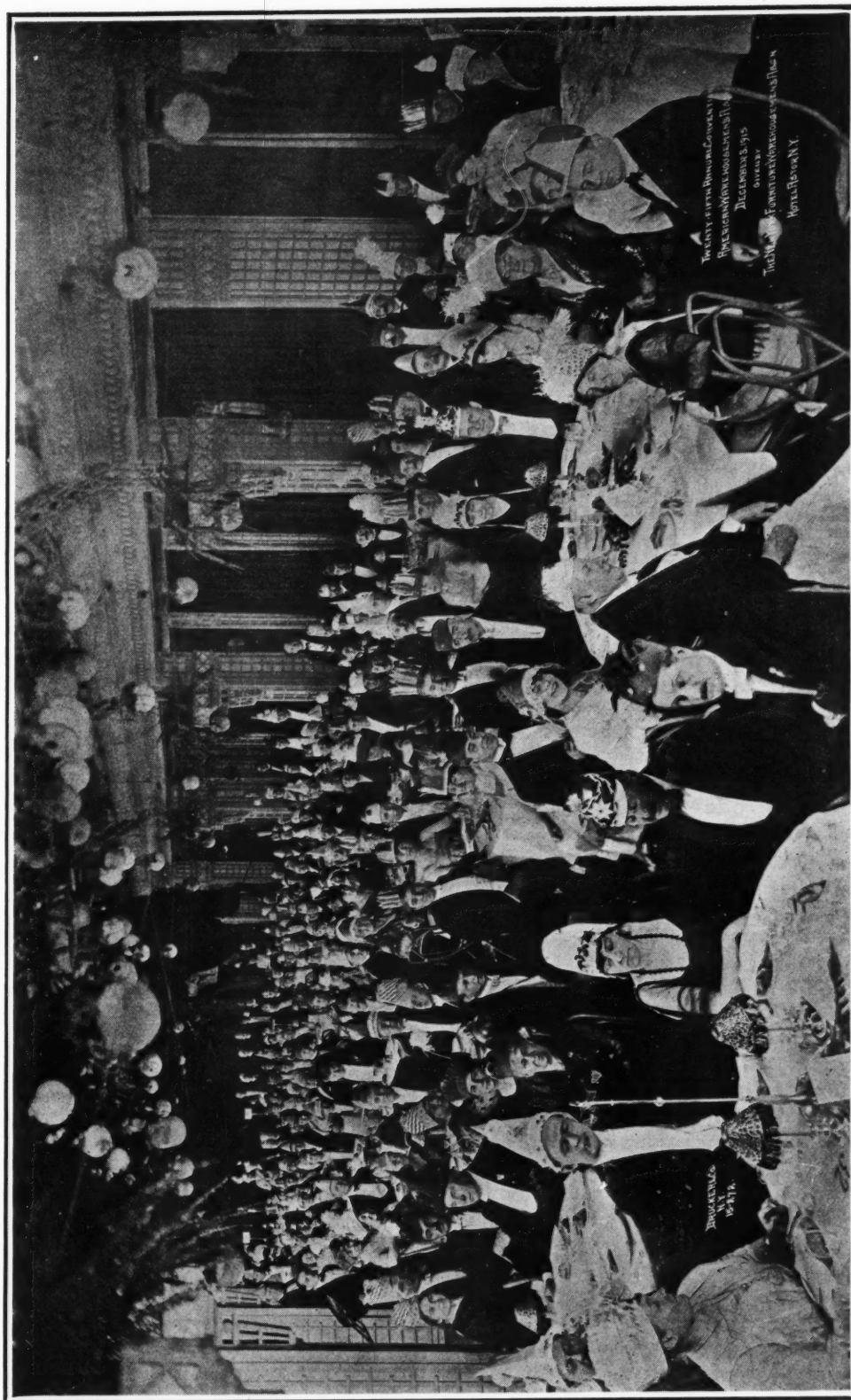
Illinois Furniture Warehousemen's Association, and W. C. Milbauer then acted as host to the party and took all hands to the top of the Woolworth Tower, the greatest monument to the nickel in the world. Soon after all returned to the Astor to prepare for the evening's festivities.

These were entirely informal, and consisted mostly of private theater parties, the majority going to the Winter Garden—a place noted for resting the brain of the "tired business man."

The annual banquet of the American Warehousemen's Association, was held in the grand

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One of the "Feeds" Given During the American Warehousemen's Convention at the Hotel Astor in New York City—Note the Headresses.

ball-room of the Hotel Astor and was the finest of its kind ever held by the Association. The decorations were a huge bunch of yellow chrysanthemums on each table. Contrary to former custom, the members were permitted to make up their own table parties, so congeniality was a marked feature of the evening.

There were no set speeches, George S. Lovejoy acted as master of ceremonies whenever there was occasion for remarks.

During the dinner a company of musicians gave vocal numbers, but the most genuine pleasure musically was given later when John L. Porter of Pittsburgh, and H. H. Simm of Dayton responded to popular demand and each sang several well chosen numbers in a manner most creditable and pleasing.

Ballots were passed and votes taken which settled the question of beauty and popularity as follows:—

Handsomest man, R. J. Wood, Chicago.

Most contented married man (apparently), Albert M. Read, Washington.

Most popular Bachelor (over 56), Peter Terhune, New York City.

Most beautiful woman, Mrs. F. L. Bateman.

Most contented married woman, Mrs. C. S. Morris.

Most popular maiden (under 50), Dr. Mary Pennington.

The prizes, consisting of \$5 in gold for beauty, \$2.50 in gold for contentment—and suspenders and hatpin respectively for popularity were given by the Haugh & Keenan Storage & Transfer Co., of Pittsburgh, Pa.

The favors for the men were handsome brass ash trays appropriately inscribed, and the ladies received attractive boxes of candy.

The New York contingent provided the entire tier of mezzanine boxes at the Hippodrome, to see "Hip, Hip, Hooray," the greatest show of its kind in America. Considerable laughter came from the conventioners when a telegram was read from the stage by Nat Wills, stating that a home had been established for superannuated and indigent warehousemen, and signed by the Public Utilities Commission.

All returned to the Belvidere room of the Hotel Astor, where upon entering each guest was given a fantastic cap to wear. A six course supper of utmost french conception was served—serpentine confetti was passed, and toward the end of the party one might have believed himself assisting at a Mardi-Gras celebration. Oh yes, it was Frenchy—even the booming of French champagne corks reminded one of the trenches.

During the supper there were musicians to add to the gayety, but they were once more replaced by the more popular "local" talent and Mr. Porter again favored the company with his fine singing. Mrs. C. J. Neal of Cleveland recited in a most clever and accomplished manner, and the ever popular story tellers Charles S. Morris and James F. Keenan again convulsed their hearers with witty and original stories. T. Y. Leonard sang "I Want to Go Back to Michigan"—he sang it

well, but nobody believed he meant it—the hour was late and he was probably tired.

Mr. Lovejoy authorized the representatives of Transfer & Storage to say in behalf of the American Warehousemen's Association that too much praise could not be given to the New York Furniture Warehousemen's Association for their lavish hospitality and cordiality.

Every one feels that aside from the benefit received in a business way. The convention was socially a great success. We knew New York's reputation as the place for a real party, but now we have had the party, is everybody happy? All together now—We are!

The visiting ladies at the convention were entertained in a manner which left no room for the belief sometimes expressed in "the coldness of the East." The Ladies Committee on entertainment were Mrs. Walter C. Gilbert, Chairman; Mrs. C. S. Morris, Mrs. R. T. Blauvelt, Miss Katherine Reid, Mrs. Louis Schramm, Mrs. Frank Horne, Mrs. W. M. Gibson, Mrs. Charles L. Carbrey and Miss Aimee Dealy.

The first feminine frolic consisted of an automobile trip to Gedney Farms, White Plains, N. Y. Seven cars carrying about thirty-six ladies left the Astor at 10:30 Wednesday morning. Banners flying, and the little yellow badges worn by each member of the party, brought forth an occasional "Suffragettes!" from small boys on the way, but the ladies seemed not to mind. In fact, the Western ladies looked rather pleased than otherwise over their superiority in the suffrage fight.

The trip was made through the most picturesque section, following the Hudson wherever possible. Upon arriving at Gedney Farms Hotel a delicious and bountiful luncheon was served at specially reserved tables, and the return trip was made by a different route than the one taken, for variety's sake. The day was perfect, and the party arrived back in town just after the lights of Broadway were turned on.

On Thursday the ladies attended a matinee at the Lyceum Theatre. The play was "Our Mrs. McChesney" with Ethel Barrymore. This time instead of banners, it was the yellow chrysanthemums which had been presented to each guest that seemed to occasion some uneasiness on the part of the one lonely man in the audience. He was heard to remark that he hoped they wouldn't make speeches.

On Friday there were more sight seeing and shopping expeditions with automobiles at the disposal of the guests, and Friday evening the theatre party at the Hippodrome, followed by supper at the Astor, were gay affairs.

The visiting ladies made delightful guests, as they were so evidently pleased with the efforts of the committee to make their stay an enjoyable one; while the New York ladies, so ably generated by Mrs. Gilbert, may congratulate themselves heartily upon their success as hostesses, and feel their reward in the sincere appreciation which they received.

# Advantages to Warehousemen in Public Utility Control

Four papers on the subject of public utility control of warehouses were provided for by the program for the annual meeting of the American Warehousemen's Association, held at the Astor Hotel in New York City, on December 1, 2 and 3. Of these four papers we give in this issue of **TRANSFER & STORAGE** two. It is impossible, owing to lack of space, for us to give all four of these papers in this number of **TRANSFER & STORAGE**. The other two papers will be given in the January number, and the discussion that followed them in February. The paper given below is that read by Charles S. Morris, president of the Metropolitan Fireproof Storage Warehouse Co. and of the Van Owners' Association of Greater New York, boroughs of Manhattan and the Bronx. Mr. Morris said:

**T**HE question we are now discussing is one of control; control by a Public Utility Commission, and its effects on our business and whilst I am not given over entirely to the advisability of such control, I cannot help but compare such judicial regulation to the control that even now dominates our business and limits the actions of broad gauge warehousemen. The control I have reference to is the nefarious practice of the price cutter, the destroyer of standardization, the strangler of service, the business anarchist who has no respect for his own responsibilities or regard for those of his competitors.

Doesn't his control exert a wide influence on the whole structure of warehousing?

Don't his advertised rates set a standard, or rather a lack of standard, that none of us can entirely ignore?

Don't his questionable methods in the gentle art of getting orders at any price create an incorrect impression in the minds of prospective patrons that those whose ethics are higher find difficulty in overcoming?

Don't his cut rates cause others, for their business salvation, to meet them, sacrificing the service that they would willingly give if they were permitted to do so?

## Why Not a Standard of Control?

Isn't this control; isn't it a most powerful control; isn't it boundless, limitless, pitiless, ceaseless and lawless control? To me it is the worst conceivable kind of control running rampant; to me it is idiotic; to me unbridled rate slashing is damnable desecration. You will agree with me, I believe, that this is a form of control; well, if we are thus controlled, why not have control that can be reasoned with, control by a competent body that sets a judicious limit, rather than the lawless control that knows no bounds and is responsible to nobody.

At the summer meeting of the New York Furniture Warehousemen's Association a Public Service expert outlined Public Utility Control as it affected public service; he opposed it, it is true but the situation is so different in our own business.

Amongst the larger corporations are usually found men of brains who want to know and study costs and can be relied upon to conduct their businesses along profitable lines. These men are apt to need commission control in order to protect the public from overcharge and lack of proper service. In our business the public needs protection from the rate slasher who is leading it away from an ideal condition and robbing it of a service that all reputable houses are desirous of rendering.

It appears to me that the chaotic rate conditions prove conclusively that we are in need of proper rate supervision or control; a supervision that will protect us from ourselves.

It seems impossible for us to agree amongst ourselves to uphold a rate that is compatible with the ever increasing cost of doing business. We know we are suffering from increased costs and decreased revenue and we are groping blindly for a remedy.

The path to correction leads through a series of severe trials. A sinner is not converted when he reforms but only when he experiences revulsion; a drunkard is not cured until the smell of liquor repels him; a smoker has not been broken of his habit for good until tobacco nauseates him. You are never free from a thing as long as you like it.

## Price-Cutting Becomes Second Nature.

The price slasher apparently likes rate competition, it has grown to be a chronic habit with him, it offers a line of least resistance. And without control, proper control, he will slide from grace as many times as opportunity to do so presents itself and any attempt to stop his iniquitous methods would be as fruitless as to endeavor to stem the rush of Niagara.

Gentlemen, you may try education along the association idea, you can appoint committees to recommend certain rates, you can appoint committees to teach costs, you can form gentlemen's agreements, you can try every known business expedient to keep rates in our troublesome business on a profitable basis and they will all fail by virtue of the man with a backbone like a charlotte russe, who will backslide and pull every well-meaning warehouseman back with him into the maelstrom of price slashing profit-devouring competition, if you overlook the one essential thing. That one essential thing, my hearers, is force.

If there is ever going to be permanent cessation of unfair competition in our particular line, it must be by force. If there is ever to be a possibility of being allowed to render a fair service for a fair profit it must be by force. And that force must be the power given by law to a body of competent jurisdiction to govern,

protect and regulate. That force will make every warehouseman come out into the open with his rate, file it where the law says it should be filed and all aid should be given the commission in holding the warehouseman to strict accountability; in abiding religiously to the rates that are thus filed for public knowledge, for public guidance and for general business protection.

#### **Force the Only Remedy.**

Gentlemen, do you think that by aid of associations or some similar means, you can make all business men honorable! You cannot, Almighty God created some men honest and the law compels others to be so. Thus you will have the law and this law is backed up by force, the one essential thing. A Hague tribunal, or any other international court, is powerless, as it has been proven, so long as it cannot enforce its decrees.

A Supreme Court would be helpless in its decisions if it had no force to carry out its orders, so what can we anticipate will be the outcome of Association recommendations without any force behind them?

It is time to stop deceiving ourselves, we cannot remake human nature; promises for a uniform rate, business agreements, agitations, appeals, education, estimate of costs, the extent of destructiveness, etc., all are of no avail so long as service is forgotten and our duty to the public overlooked and each seeker after business is allowed to carry his own rate knife and transform catering from business into a brawl of slash; ignoring the rights of our patrons and riding roughshod over the ethics of an honorable business. It is as difficult to overcome this ruinous competition without legal regulation as it would be to sell fur-lined overcoats on the banks of the Congo.

#### **Lack of Mutual Confidence Works Injury.**

The great difficulty in our business is a lack of confidence in each other due probably to the ignorance of what the other fellow charges. This is one serious bone of contention that would be eliminated by virtue of the published rate as directed by the commission. I believe the greatest aid that a Public Utility Commission could render our business is by compelling every warehouseman to come out of the dark with his rate; it would aid by eliminating doubt.

The opponents of utility control will probably say the commission does not compel all warehouses to file a similar rate; in reply to this two answers are in order, I believe as a judge of human nature, first and foremost is the moral obligation of the warehouseman in question; for instance, you can consult any warehouseman and you will beyond question find, it is not he but the other fellow who is doing the price-slashing. Warehouseman No. 1 would gladly keep up the rate if all the rest would allow him to do so and upon inquiry of all the rest, we would elicit the same reply, consequently the moral status of each warehouseman would cause him to file a rate agreed upon to be a fair one

and the commission would compel him to live up to it, we would each know the other's rate and believe me, gentlemen, there is a great value in that. It gives confidence.

#### **The California Case.**

Then again there is for example the plight of the California warehousemen resulting from a chaotic filing of rates with the commission, as an ever existing warning to warehousemen who want to file a cut rate. It will act as a deterrent to the price cutter when their attention is called to the years of fruitless endeavor they have experienced in California trying to get the Commission to allow them to correct the error they made in filing rates promiscuously that subsequently proved unprofitable.

#### **Safeguard to Those Already in Business.**

Another criticism of public utility control is the limiting of warehouses in localities until it can be proven to be a convenience and a necessity. This control, to my mind, is a safe-guard to warehouse interests for this reason: what creates rate cutting? Over production is it not? Or in other words a district that is over supplied with warehouses creates that bugbear of any business—rate competition.

I believe a public utility commission does the best it can; I do not mean by this that it is going to do the best it can to please everybody, for it cannot. That would be impossible, but I do believe it will do the best it can to discover and establish that which is right, reasonable and just.

Remember it must face the wind from whatever quarter it blows and must decide questions in a judicial spirit, endeavoring, I believe, to be helpful by promoting harmony and proper understanding between utilities and their patrons.

I believe we have less to fear from a commission than from some of the unprincipled competitors we all have to contend with, for speaking frankly isn't rate competition just as regulative a control as commission control? And isn't it exceedingly more injurious to our business?

I am frank to state that personally I believe there is less danger to our interests in a proper control by a reasonable commission than from a price cutter, who exerts control that knows no honor, no responsibilities, no limits. Desperate diseases require radical remedies.

A commission control is limited; limited usually to Common sense and in case of error is reviewable, at least such control wont lead to business annihilation but on the other hand control that the reckless, price-slashing, service-killing irresponsible wields has no limitations, knows no ethics and is not subject to review; he goes merrily on keeping up his vile methods until he commits business suicide but in the meantime causing business death or financial illness to no end of others.

CHARLES S. MORRIS.

# State Control Detrimental to Warehouse Industry

Walter C. Reid, general manager for the Lincoln Safe Deposit Co., of New York City and president of the New York Furniture Warehousemen's Association, is not in favor of Public Utility Control of Warehouses. Mr. Reid read the following paper at the American Warehousemen's Association's annual meeting at the Astor Hotel in New York City on December 1, 2 and 3, preceding Charles S. Morris, of New York City, who read a paper in favor of public utilities control. Mr. Morris's paper appears elsewhere in this issue of TRANSFER & STORAGE. The other two papers read in the Public Utility Control discussion will be printed in the January number of TRANSFER & STORAGE, and the discussion that followed them in our February number. Mr. Reid's paper follows:

Is commission control detrimental to the furniture storage business? I might say, Yes, see recent reports of the Illinois Furniture Warehousemen's Association, and let it go at that. (At a recent meeting of that Association practically all present expressed themselves as opposed to the operation of the law.) I might agree with the learned counsel who recently appeared before that body, in everything he says. Nevertheless, the Public Utility Commission has control of the warehouses of our Illinois friends and of our Minnesota friends and it may be up to the others of us to oppose or approve of legislation providing for such control when least expected.

## Railroad-Owned Warehouses Are Agitators.

When this matter was first brought to our attention by our California friends, where fortunately the furniture warehouseman is exempt from such control, it did not seem to me possible that such a law could be placed on the statute books of New York and yet we find as in other states merchandise warehouses controlled by railroads that as a consequence, are subject to the control of the Interstate Commerce Commission. Those warehouses are compelled to file schedules of rates and all the competitor not under such control has to do to take away the business of these railroad controlled warehouses is to get a copy of this schedule and underbid for the business offered. The warehouses thus affected will naturally desire protection. Can they be blamed for seeking it through the operations of a State Commission and will they not naturally bend every effort toward putting their competitors under such control?

Our company does a varied business. Assuming that such a law be passed in this State, we would be called upon to file schedules covering our furniture storage business, our silver storage business, our cold storage business, our automobile storage business. All warehouses being placed under similar conditions we might suffer no hardship so far as our furniture storage is concerned but how about our silver storage business, where we have the keen competition of safe deposit companies and silver manufacturers? Must we give over our business to them? How about our cold stor-

age business? Must we give it over to the furrier and the department store? How about our automobile storage? Must we let the garage keeper have it?

## Side Lines of Business May Be Lost.

You may say, if they do a storage business they are warehousemen and must come under the statute. But are these people any of them under Commission control in Illinois or Minnesota? Indeed, on page 287 of the September issue of the American Warehousemen's Association Bulletin we find no objections being raised on appeal to the State Railroad and Warehouse Commission of Minnesota the Commission ruled that flower dealers, nurserymen, furriers, dealers in musical instruments, furniture dealers, dealers in barbers' supplies and keepers of garages will not be subject to the law. The Commission ruled that "the law applies only to regular storage warehouses." There goes our cold storage, piano storage, instalment furniture storage and automobile storage all at one fell swoop.

Under this Minnesota law the term warehouseman is said to mean and include "every corporation, company, association, joint stock company or association, firm, partnership or individual, their trustees, assignees or receivers appointed by any Court whatsoever, controlling operating or managing in any City of the first class in this State, directly or indirectly, any building or structure or any part thereof, or any buildings or structures or any other property whatsoever and using the same for the storage or warehousing of goods, wares or merchandise for hire, but shall not include persons, corporations or other parties operating grain or cold storage warehouses" (they presumably being reached by other statutes).

## Some Powers of Minnesota Commission.

The powers given this Commission are also interesting. It "shall have general supervision of all warehouses doing business in cities of the first class in this State as warehousemen are defined in this Act, and shall keep itself informed as to the manner and method in which their business is conducted. It shall examine such business and keep itself informed as to its general condition, capitalization, rates and other charges, its rules and regulations, and the manner in which the plants, equipments and other property owned, leased, controlled or operated, are constructed, managed, conducted and operated, not only with reference to the adequacy, security and accommodation afforded to the public by their service, but also in respect to the compliance with the provisions of this Act or with the orders of the Commission."

Under this Act the term "Service" not only covers

actual storage but also "any labor expended and the use of any equipment, apparatus and appliances or of any drayage or other facilities, employed, furnished or used in connection with the storage of goods, wares and merchandise subject to the provisions of this Act." To drive home and clinch the term "Rate" includes every individual or joint rate, charge or other compensation of any warehouseman either for storage or for any other service furnished in connection therewith, or for any two or more such individual or joint rates, charges or other compensations of any warehousemen, or any schedule or tariff thereof, and any rule, regulation, charge, practice or contract relating thereto." At last the corner mover comes into his own. No longer will the carpet cleaner be troubled with your competition. This law went into effect October 1. No doubt we will learn more of its action at the next Convention.

#### **An Illinois Utility Defined.**

The Illinois law defines as a public utility "every corporation, company, association, joint stock company or association, firm, partnership or individual, their lessees, trustees or receivers appointed by any court whatsoever (except however, such public utilities as are or may hereafter be owned or operated by any municipality), now or hereafter; (a) may own, control, operate or manage within the State, directly or indirectly, for public use any plant, equipment or property used or to be used \* \* \* for the storing or warehousing of goods." It has recently been reported that the Illinois Commission would like to be relieved of the household goods end of the business but can see no way out under the law.

New York is not the only city that has suffered recently from unbusinesslike competition in the storage business and when our Chicago friends realized the situation they believed that here was the opportunity to put the quietus on the rate cutter. They agreed on a schedule of rates and the Commission having nothing to go by very kindly accepted these rates. Here was then no opportunity for the rate cutter to get by. He had declared his rates and thereafter he could charge no more, no less. True there were a few houses that insisted on filing rates lower than those of the Association but they did not amount to much. Everything looked good. One of the members purchased a piece of ground upon which to erect a warehouse. A permit must be obtained, a hearing must be held and the Public Utility Commissioner obeying the voice of the public refused the permit.

#### **Such Action Might Limit Competition.**

Some of us may have had an idea in the back of our heads that this might not be so bad, except for the applicant, for this meant that a necessity must be shown when an additional warehouse was projected and this would restrict the number of warehouses in districts already well supplied and would be good for us. A warehouseman, however, applied

for a permit to erect a warehouse in an outlying district several miles away from the nearest competitor and in answer to the call of the public he too was denied. The thought arises, my warehouse is in a built-up neighborhood; I may want to add several stories on top. I may be denied permission yet the man who builds an office building ten stories higher on the adjoining lot may do so providing only that his plans comply with the building laws.

A member is reported as appearing before a recent meeting of the Illinois association notifying that body that it was his intention to file a new schedule as to silver trunk storage on the plea that he was unable to obtain the prevailing schedule rates in his territory; that the safe deposit vaults in Chicago were handling this class of storage for less. The Utility Commission, working for the public will welcome any reduction of schedule as that is good evidence of the efficiency of its work.

#### **Illinois Requested to Give Details of Business.**

We learn that our friends have recently been called upon to furnish statements presumably of earnings and costs and profits. We find one of the questions our worthy chairman is presenting to us to-day is what is a fair return from the furniture storage business? Can it be that he is working hand in glove with this designing commission?

#### **Vast Difference in Schedules.**

I venture to say that when these schedules are filed they will furnish the most interesting study of the furniture storage business that has ever been gotten together. If these schedules are open to inspection, without any reflection on the efficiency of operation of any of the warehouses, there may be found astonishing differences in the cost of operating competing warehouses that are receiving the same rate of gross revenue.

Two warehouses of equal capacity that may be filled in busy season at the same rate of storage may show a decided difference in yearly income owing to a difference in location, one handling a higher grade of business where the storage remains for a longer period and is therefore more nearly filled to capacity the year round; the other in a poorer neighborhood where the goods are taken out after a shorter period and therefore showing a lower average of earnings. Some of these warehouses will show good profits, others probably not so good, but with these reports the commission will have material on which to base a decision whether the schedules filed are reasonable or excessive.

#### **Springfield Gas Case Cited.**

A proceeding before the Missouri Public Utility Commission last September brings up a line of thought in this connection. A year ago the commission fixed a valuation on the property of the Springfield Gas & Electric Co., of \$300,000, and on the basis of a 7 per

cent return ordered a reduction from 5 to 8 cents in the maximum electric rate and the rate was enforced. After several months' trial the rate was found to yield a return of but 3.3 per cent and the company applied to the United States court for an injunction on the ground that the rate was confiscatory, that the commission had exceeded its powers and that the law establishing the commission was unconstitutional. The court granted a temporary injunction on condition that a 10-cent rate be established. The commission sought to justify the order on the ground that a like rate is in force at Joplin, Missouri, a city of about the same population. This is said to be an isolated case.

Now, if for a real or fancied grievance a customer should apply to the Illinois commission and claim that the rate of storage charged is excessive and the reports of a particular warehouse show a seemingly large percentage of earning, is the commission likely to order a reduction of rate; a rate that may put out of business a warehouse that is now struggling along on a much smaller margin of profit due possibly to less careful planning of building or other cause which the management cannot now rectify?

#### **The Monarch Refrigerating Case.**

The remarks of counsel at the October meeting of the Illinois Furniture Warehousemen's Association in referring to the case of the Monarch Refrigerating Co., of Chicago where the refrigerating company sought to be relieved of the control of the commission will bear repeating. He said, "In defining what sort of a business or occupation was affected with a public use, the Supreme court held that what made a public business, or what affected a business with a public use, was the fact that a man held himself out or held his business out to be conducted for the benefit of the public, that he got his returns from the public, and that he opened up his business for the public."

#### **Every Business Liable to State Control.**

Now if that is the law, gentlemen, if that is really what the Supreme court meant to say, then there is not a business in the world that you or I can think of that is not affected with a public use and again: You people have a right to refuse, or deny to any one, whom you want to, the right to store his goods in your warehouse." "You do not have to take his goods, or, at any rate, you have not heretofore, any more than Marshall Field & Co. or Jevne & Co., or any one of these other firms that run what I say are private businesses, but still ask the public to come in and patronize them." I very much fear in view of the decision of the Illinois Supreme court our friends have before them long and expensive litigation before they will be able to get out from under.

I do hope our railroad friends will find some other means of accomplishing the results they naturally

desire without putting us all under the control of State Utility Commissions, some way by which we can help rather than oppose them, for oppose this sort of legislation we must to the full extent of our ability to protect our rights.

Some of you will recall that last summer at the meeting of the New York Furniture Warehousemen's Association at New London we had with us an expert in this matter of public utilities as it relates to lighting and power and traction companies. At one time he had twenty-one companies under his supervision. He declared himself as in favor of commission control under certain conditions but expressed surprise that any furniture warehouseman should desire such control to secure a stability of rates or for any other reason.

#### **Main Question Is Rate.**

He said: "Your discussions of public regulation seem to center very largely on the regulation of rates, that if the business comes under Public Service Commissions and its rates are regulated in detail, then they will be uniform rates and this will do away with price cutting. Yes, perhaps per unit—but there is always a certain element of the measure of so many hundred cubic feet. The same goods packed by another, both working sincerely to make the goods occupy as little space as possible.

"Then there is the further element of service. Service is not simply a question of taking goods from a household, getting them into the warehouse and keeping them there; then when the owner wants them, taking them back. That can be done in many different ways, just as we say in the public utility business, a thousand feet of gas is not necessarily only a thousand feet of gas. I know of some companies who thought their obligations stopped on supplying one thousand feet of gas. Other companies take the greatest interest in their customers, considering it good business," etc.

"If you put everybody into the same straight jacket of just how he shall charge, and for what he shall charge, and what rates he shall charge, are you not going to make everybody work about the same? Are you not going to make just about an average service? We have found that all things considered, the greatest incentive to good service is not that a commission is standing over you. The greatest incentive is that if you give good service you will make money."

#### **Honest Competition or State Supervision?**

"Another point I want to bring out is that same regulation which seems desirable from the point of making rates uniform, really to regulate rates, not merely to standardize rates, requires that the whole capital and operative situation of a business be investigated, supervised and regulated. Now, I want to ask you whether you would prefer to squarely and

honestly and openly conduct your business in open competition, competing in so far as possible on the quality of service—how much service for how little money—openly and competitively having your rates vary somewhat and being free to run your business as your business—or would you rather have standard rates published, be able to charge those rates, no more and no less; have your rate regulated to simply give you a fair return on a fair valuation; have your rate of return on your investment limited, scrutinized, and whenever there was any noticeable increase in your earnings have some of your customers come along and say 'we think we ought to get service for 10 per cent less' and then have the commission come along and cut the rates 10 per cent? That is what we get under the Public Service Commission."

Quality service is what the members of this association should strive for. Do those who give it petitors lost on a misapprehension of the estimator, of the orders we lose through lower prices of come not rather magnifying our losses? Are not many suffer materially from cut-throat competition? Are his or ours? Does not the habitual rate cutter suffer in the long run? If he isn't making a profit he cannot give the service, and the man that gives the service in the long run is the man that will get the business.

WALTER C. REID.

### Transfer & Storage Items From the British Isles

The rise in rates both in favor of and against team owners goes on steadily. In the transit trade a further increase of 15 per cent, making 25 per cent on pre-war rates, has just been announced. On the other hand, wages, horse feeding, cartwright work, and horseshoeing have increased by yet larger percentages. As to wages of employes, the minimum wage here now is \$7.68 for a week of 62½ hours. That may seem a small wage as things go in America, but here it represents an advance of \$1.20 per week. The men have agreed that no further increase will be demanded during the war, but while that promise is given in quite good faith by their union leaders, yet the pinch of necessity, in other words a further increase in the cost of living may have the effect of compelling a reconsideration of terms.

The all-important subject at the moment is the effect of recruiting for the army on business. There is no such thing as unemployment. The crying difficulty is to get men to do the work. The requirements of the huge army which Britain has now in the field on various fronts, is stated authoritatively to be 30,000 men per week; and the new recruiting scheme just being set afoot by Lord Derby is likely to secure the required number of men.

There never was a war in which British labor was so generously and enthusiastically interested, and no matter at what cost the British workingman, who as his rulers well know is a tough customer when his feelings are roused, has made up his mind to see the thing through. The difficulty is not with him; enlistments from the ranks of the workers are so numerous that now it is the employers who are showing concern.

Lord Derby is being overwhelmed with applications from firms claiming to have their employes exempted from all recruiting appeals or canvass. The probability is that tribunals will be set up in the various districts to decide what proportion of men should go from the various trades.

So far as the transfer and storage business is concerned, the information at moment of writing is that men engaged in it while requested to enlist, will be placed on a reserved list, that is to say, they will meantime remain at their duties, but will be subject to call for active service if the needs of the military situation demand that.

Among employers there is difference of opinion. Some strongly assert that if men are required to win the war, everything in the way of business convenience should be surrendered to that end. On the other hand, it is pointed out that Britain is not merely putting men into the fighting line. She has to provide money and munitions for herself, her colonies, and allies; not to speak of the maintenance of her powerful fleet. Even the strongest nation may have to cut its coat according to its cloth. Therefore if a proper equilibrium is to be maintained so as to provide the goods and services which go to keep the business—industrial, mercantile and financial—of the country going, more men should not be withdrawn from these occupations to the unproductive business of army work.

We have endeavored to set out the two views. Britain never decides in a hurry; and there is little danger of her injuring her own paramount commercial position. She will exercise due discrimination both in the number and class of men whom she will send to fight; and though that may result in a longer war than if larger masses were hurled at the enemy, yet this country thanks to her navy can afford to wait, and all the while her activities will be kept going.

Reference has already been made in this column to the different views which prevail as to the best substance to be used in road formation and street paving. We notice that one of the London surveyors considers asphalt to be preferable to wood in all market streets, or in streets used by market traffic. Such streets must be washed very often, and for this reason alone, it is desirable to have asphalt; as washing, which rots and renders wood paving slippery, preserves asphalt, and gives it a better surface for all

kinds of vehicles whether horsedrawn or motor propelled.

With regard to the objection that asphalt is slippery to horse traffic, this surveyor maintains that on a level surface and in an ordinary state of cleanness asphalt is not more slippery than wood. He further claims it as fact that of late years all the important cities and towns on the continent, and in Great Britain have been making a more extensive use of asphalt.

In our towns this winter lighting arrangements are much curtailed. The duty of economy which is urged on municipalities is one cause of this; but on the East coast and in London there is the more substantial reason of desire to avoid being a guide or mark to enemy air craft. In London a total extinction of lights was urged whenever warning should be received of an impending air attack. Meantime, however the authorities have decided against so drastic a move, the chief commissioner of police pointing out that the extinguishing of street lights on the occasion of an air raid would be fraught with the most serious consequences, and would positively bring about many more casualties than would be caused by the enemy's bombs. He instances the case of fire breaking out in consequence of the bombing, an event which would be sure to happen, and shows how, with lights extinguished the fire brigade and ambulance cars could not get to their objectives; and in endeavoring to do so, would place foot, horse and vehicular traffic in great danger. He concludes by urging local authorities that on no account must there be any interference with street lighting in the supposed interests of fancied safety; a recommendation which horse and vehicle owners will cordially support.

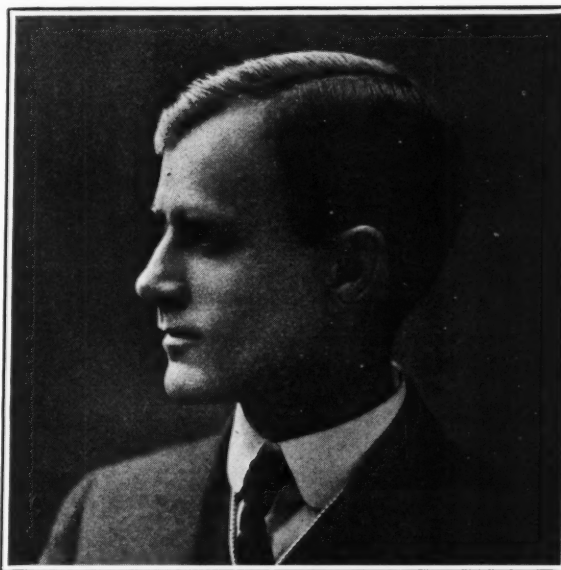
As this city has been the pioneer in the employment of women as tram conductors to replace men who have joined the colors, we may fittingly give the testimony of its tramway manager as to the working of the experiment. At the conference lately of the Municipal Tramway Association, he mentioned that when the scheme was announced about 1,200 women offered their services. Of these 818 had been placed. His experience went to show that the influence of women even on the roughest and toughest routes was all to the good.

DONALD MACKAY.

190 W. George Street, Glasgow, Scotland, November, 1915.

### **Southern Warehousemen Have Successful Meeting.**

The Southern Furniture Warehousemen's Association met at Birmingham on November 26 and 27. The convention was not a large one, but it was a live one and was thoroughly enjoyed by all who attended. Some important subjects were discussed and papers read, but as it was impossible for TRANSFER & STORAGE to have a representative present, owing to

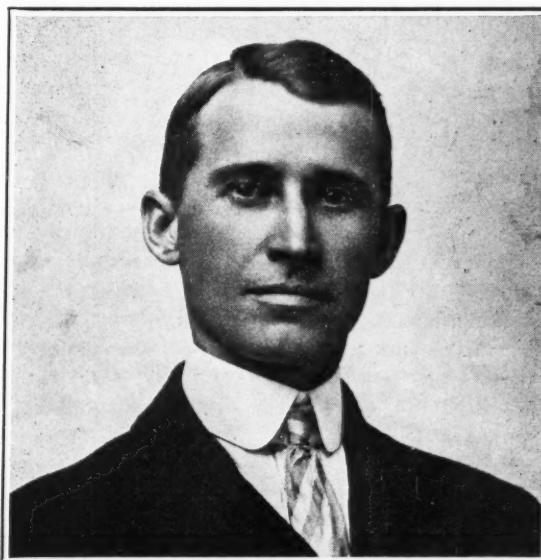


E. M. Bond, of the E. M. Bond Furniture Co., Nashville, Tenn., President of the Southern Furniture Warehousemen's Association.

the great amount of office work connected with the 1916 edition of THE TRANSFER & STORAGE DIRECTORY, the reports of the convention cannot be published until later.

The Southern Association reports considerable growth during the past year and an outlook for a very good year during 1916. Business in the south is good.

Next year the Southern Furniture Warehousemen's Association will meet at Houston, where they are already making preparations for a big time. T. F. Cathcart of the Cathcart Transfer & Storage Co. of Atlanta, writes that reports of the convention will be mailed just as soon as they can be gotten out.



T. F. Cathcart, of the Cathcart Transfer & Storage Co., Atlanta, Ga., Secretary of the Southern Association.

# Workmen's Compensation and the Transferman

The following article on the subject given above was prepared by Ward W. Pierson, of Pierson & Shertz, attorneys for the National Team and Motor Truck Owners' Association at the request of the Philadelphia Team Owners' Protective Association. The liability of the team owners for compensation begins at midnight, December 31, 1915. In the introduction to this paper, which has been printed for the association, Pierson & Shertz make the following announcement:

"At the request of any member before December 31, we will be glad to see to it that he is covered by a binder when the act goes into effect against risks in any company he may suggest, such binder to continue in effect until the rate is fixed and the policy issued to him. This service on our part will be furnished as attorney for the association and, of course, without charge."

The article follows:

THE Workmen's Compensation Law of Pennsylvania was passed June 15, 1915. It becomes effective January 1, 1916. No less than thirty-one states now have such a law in one form or another. The courts of the United States have uniformly held the laws similar to the Pennsylvania Act to be based on sound economic and legal foundations, and in accord with constitutional principles. The possibility of the Act being declared unconstitutional is therefore remote. And even if a part of the Act should be declared unconstitutional, it is so drawn that the remaining sections will be unaffected by such fact.

## Add Cost to Selling Price.

The theory of legislation as this is that the cost of injuries to employees should be added to selling price of goods and be distributed among consumers, just as the wear and tear on plant and equipment should be distributed among consumers. Injuries sustained by horses or mules engaged in hauling, broken trucks and discarded harness, all entail an expense which is included in the charge for haulage. This is true even though the injury sustained by the horses or mules is not due directly to the employment or the fault of the owner. The loss is there just the same. The consumer and not the team owner or employer pays the bill. The whole theory of compensation may be summarized by saying that any loss sustained by an employee as a result of an injury is as much a part of the cost of production, transportation and delivery of any commodity to the consumer as is the destruction of material, the wearing out of horses and the breaking of trucks.

Workmen's compensation, however it may be viewed, means increased expense to the team owner, and these expenses must be borne by the consumer in one way or another.

## May Combine to Raise Prices?

The team owners are therefore not only justified in raising their rates for haulage, but in view of the low rates now in vogue it is absolutely necessary that they should do so unless they want to do business for less than cost. Under the circumstances a flat increase by every team owner of ten per cent in the rates

charged for haulage would not be too much. Nor could a conference concerning an increase by all owners be regarded as an agreement in restraint of trade.

The fundamental purpose of the law is to compel all employers to compensate their employees for injuries suffered in the course of employment, to fix an exact scale of damages for such injuries, and to provide for immediate payment to the injured party.

Compensation is provided for personal injuries, and death resulting from accidents occurring in the state of Pennsylvania regardless of where the contract for hiring was made or where the offices of the employer are located. Personal injuries are constructed to mean only violence to the physical structure of the body and such disease or infection as naturally results therefrom. Death is a cause for compensation whenever it results from violence to the physical structure of the body and occurs within 300 weeks after the accident.

All injuries occurring in the course of employment whether on his employer's premises or elsewhere are subject to compensation except those which are self-inflicted or those which are caused by a third person for personal reasons.

## Employer May Refuse Compensation.

The employer may choose whether or not he will accept or reject compensation. But so far as contracts of employment before December 31, 1915, and included within the act are concerned, the parties are bound by the act unless on or before that date either party has notified the other that the provisions of the act are not intended to apply. And also if the contract of employment or extension be made after January 1, 1916, the parties are bound by the act unless notice is given by either party to the other that the act is not intended to apply. When the employer elects to reject the provision of the act, he must serve upon each one of his employees personally written notice to that effect and send a copy of this notice together with sworn proof of service to the Workmen's Compensation Bureau at Harrisburg. This notice of election must be made 10 days before an accident occurs.

In the absence of the notice just described, it is presumed that the parties have elected to come under the act and to pay the compensation prescribed. Those who reject the act are liable to civil suits for damages.

## Common Law Defense Abrogated.

After December 31, 1915, the common law defenses hitherto available to the employer are abrogated. Before this act was passed the employer might defend (1) upon the ground that the injury was caused in whole or in part by the negligence of a fellow employee (fellow servant doctrine) and (2) that the employee had assumed the risks of his employment. But the Workmen's

Compensation Act has destroyed these defenses and left to the employer but two defenses, as follows:

(1) The injury was caused by the employee's intoxication. (2) The employee was recklessly indifferent to danger. The burden of proof is now upon the employer, and the questions of intoxication and reckless indifference to danger are questions of fact for the jury.

#### **What Employer Must Pay For.**

Every employer of labor is obliged to pay compensation under the law for injuries to his employees resulting from accidents occurring in the State of Pennsylvania and sustained while in the course of their employment, as follows:

(1) Injuries to his own employees. (2) Injuries to laborers or others employed by such employee on the master's work. (3) Injuries to the employees of contractors who are on the premises and who are entrusted with the performance of a part of the employer's regular business under such contractors.

#### **Contingent Liability Important to Transferman.**

In addition to the above liability there is a contingent liability. This is a matter of grave importance to the team owner. Where an employee is hurt in the course of duty under such circumstances as to make a third party legally liable to him or his dependents for damages, the employer is still liable. The law, however, puts him in the shoes of the injured employee and enables the employer to recover from the third person to the extent of the amount of compensation due from the employer to the employee or his dependents. But any recovery from such third party by the employer in excess of the amount of compensation due or to become due is required to be paid to the injured employee or his dependents.

For example, a driver employed by A is sent to deliver a load of goods. While in the performance of his duties he is run into without fault of his own and is injured by a negligent taxicab driver employed by B. A is liable to his driver for compensation under the act, but he is put in the shoes of his driver and can sue B for his negligence. If A recovers from B more money than he, A, is required to pay his driver as compensation, then the excess must be paid over to the injured employee.

#### **Immediate Financial Responsibility.**

When an accident occurs, a certain financial responsibility immediately attaches to the employer. During the first 14 days after the disability begins the employer must furnish reasonable surgical, medical and hospital service free of charge. The cost of such services may not exceed \$25 except where a major surgical operation is required in which case the cost may not exceed \$75. If the employer fails to provide reasonable service of the character just mentioned, the employee may procure such services himself and the employer becomes liable therefor. If the employee refuses to ac-

cept services tendered by the employer, he forfeits all right to compensation for any injury that can be shown to have resulted directly from such refusal. The employee is required to submit to medical examination at any time after the injury at some reasonable place at the request of the employer, the cost of the examination to be paid by the employer.

No compensation is ever due an injured party unless the injury is severe enough to disable him beyond 2 weeks. Compensation begins on the fifteenth day after disability begins. For instance, if an employee is disabled for 3 weeks, he only receives compensation for 1 week.

#### **Amount of Compensation.**

The amount to be paid as compensation by the employer depends upon (1) the employee's wages. (2) upon the extent of disability. (3) upon the number and status of dependents. The extent of the disability may be grouped under four headings: Total disability, Partial disability, Permanent injury, and Fatal injury.

For total disability 50 per cent of the average weekly wage must be paid for the first 500 weeks after the fourteenth day, but the total amount paid for such injuries shall not exceed \$4,000.

For partial disability, which means that the injured employee can do some classes of work (although not able to return to his regular employment) the compensation is 50 per cent of the difference between the wages received before the injury and those received after he returns to work. Compensation for partial disability must be paid for the first 300 weeks after the 14th day of such disability.

#### **Liability for Permanent Injury.**

The compensation is provided on the basis of 50 per cent of the wages for different lengths of time, for a number of specified permanent injuries.

The compensation payable in case of death varies with the number of dependents and must be paid for a period of 300 weeks, except where young children are receiving compensation. In case a child receiving compensation is under 16 years of age at the end of 300 weeks, the payments must continue until the child has reached the age of 16.

#### **Compensation to Dependents.**

Compensation is provided for the different classes of dependents according to the act, as follows: "1. To the child or children, if there be no widow or widower entitled to compensation, 25 per cent of wages of deceased with 10 per cent additional for each child in excess of two, with a maximum of 60 per centum, to be paid to their guardian. 2. To the widow or widower, if there be no children, 40 per cent of wages. 3. To the widow, if there be a child, 45 per cent of wages. 4. To the widow or widower, if there be two children, 50 per cent of wages. 5. To the widow or widower, if there be three children, 55 per cent of wages. 6. To the widow or widower, if there be four or more children, 60 per cent

of wages. 7. If there be neither widow, widower, nor children, then to the father and mother, or the survivor of them, if dependent to any extent upon the employee for support at the time of his death, 20 per cent of wages.

"8. If there be neither widow, widower, children nor dependent parent then to the brothers and sisters, if actually dependent to any extent upon the decedent for support at the time of his death, 15 per cent of wages for one brother or sister, and 5 per cent additional for each additional brother or sister, with a maximum of 25 per cent; such compensation to be paid to their guardian.

#### **Expenses of Illness and Burial to \$100.**

"9. Whether or not there be dependents, as aforesaid, the reasonable expenses of the last sickness and burial, not exceeding \$100 (without deduction of any amounts theretofore paid for and amounts theretofore paid for compensation or for medical expenses) payable to the dependents, or, if there be no dependents, then to the personal representatives of the deceased."

Death benefits may be payable for 16 years; they might reach over a period of 22 years. This will depend upon the judicial interpretation of the statute as to whether "dependency" is to be determined by the date of the accident or the date of the injured party's death.

The most far-reaching provision of the act relates to the payment of compensation to children. This provision, as set forth in article 3, section 307, last paragraph of sub-section 9, of the act, is as follows:

"This compensation shall be paid during 300 weeks, and in the case of children entitled to compensation under this section, the compensation under this section, the compensation of each child shall continue after said period of 300 weeks until such child reaches the age of 16, at the rate of 15 per cent of wages, if there be but one child, with 10 per cent additional for each additional child, with a maximum of 50 per cent."

In considering this section, it must be remembered that the act provides that the term "children" shall include children born after death of the father.

Under this section of the act, it is therefore possible in the ordinary cases where there are dependent children, for the employer's liability for compensation payments to such children to cover a period of from 1 week to 16 years after the date disability begins. In extraordinary cases, under a very liberal interpretation of the act, an employer might be liable for compensation payments extending over a period of approximately 22 years.

#### **No Agreements Can Be Made.**

It is specifically provided that no agreement of any kind can be legally made between the employer and employee whereby the employee waives any of his rights under the act. or does the receipt of any benefits from any society bar recovery.

Realizing that the purpose of the act would be defeat-

ed in cases where the employer should at any time become insolvent, the law states that every employer must insure his liability in some insurance company authorized to transact Workmen's Compensation Insurance in this state, in the State Insurance Fund created by the act or furnish the Bureau with satisfactory proof of financial responsibility. In one sense there is a penalty for failure to comply with act, and this penalty measured in terms of liability is severe. The act provides that if any employer liable under the act fails to insure his liability on or before January 1, 1916, as provided in the next above paragraph, the Bureau shall serve upon such employer a notice to comply immediately with such provisions within 30 days, and if the employer does not comply with the said provisions, then in case of any accident after the said 30 days he shall be liable to his employee or the dependents of such employee:

1.—For the regular compensation provided for in the act. 2.—Or for damages at law. In the latter event the employer shall not be entitled to plead "(a) —That the injury was caused in whole or in part by the negligence of a fellow-employee; or (b)—That the employee had assumed the risk of the injury; or,

#### **Is Lien on Employer's Property.**

"c—That the injury was caused in any degree by the negligence of such employee, unless it be established that the injury was caused by such employee's intoxication or by his reckless indifference to danger. The burden of proving such intoxication or reckless indifference to danger shall be upon the defendant, and the question shall be one of fact to be determined by the jury." The compensation which may be recovered constitutes a lien on the employer's property.

It is specifically provided that all rights of compensation granted by the act have the same precedence or priority against the assets of the employer as is allowed by law for unpaid wages for labor.

From the foregoing summary and explanation of the Act it will be readily seen that when an accident happens there is a multiplicity of details to be attended to; the securing of blanks, or forms, to be filled out in each particular case in compliance with the rules and regulations of the Board and Bureau; constant communication with the Board and Referee; looking after release of judgments and seeing to it that all of this is done in the proper way and on the proper form or forms.

#### **Much Detail and Red Tape.**

As employers of labor, the team owners will have much additional work to do if they are to obtain the benefits and avoid the penalties of the new law. And further, they are confronted with the ever recurring possibility that their assets will be seriously depleted even to the state of embarrassment by an unusual number of accidents such as may occur at any time.

It must be obvious from the standpoint of sound

business judgment that the team owner must insure. The only question open for the team owner is the ascertainment of the most advantageous concern to undertake for him his risk.

For this he may look in three different directions: (1)—A Mutual insurance company. (2)—The State insurance fund. (3)—Any casualty or employers' indemnity stock company.

Whichever way he looks he should be controlled by two factors: First—The certainty that his risk can be carried by the company in which he insures for the greatest length of time for which the act provides, or, at the outside, say 22 years, and that he will not be called upon to assume a part of the burden because the insuring company may have gone into the hands of a receiver.

#### Under Mutual Companies.

Under mutual companies are included those organized especially to cover compensation and employers' liability under the Act, as well as other Mutual Companies.

Advantages:—It has the power to declare dividends. If such a company has dividends to declare the cost of insurance will consequently be lower to subscribers than insurance in stock companies will be.

Disadvantages:—Liability to assessments:—This danger is remote where the association is large and covers a great number of employees. The probability of assessment increases as the number of employers covered diminishes.

Withdrawal of Members.—This is an ever present possibility. The subscribers may withdraw and seek other methods of insurance so that an association which at the start gives fair protection may become a very uncertain shield as time goes on.

Only large mutual associations can operate efficiently and economically. The smaller the association the greater will be the management expenses per unit and this will materially affect the cost of insurance to subscribers.

#### Many Mutuals Will Be Formed.

There will no doubt be a considerable number of mutual associations organized, especially to cover employers' liability to pay compensation under the Act. The Act provides that 20 employers having in the aggregate 5,000 employees may form an association for mutual protection. It is not likely that the team owners will come within this provision and undertake to organize such an association. Of these some will be successful and some will fail. If insurance be taken out in one of these companies and that company fails policy holders will have to pay their own losses.

Let us analyze the situation raised by the existing mutual company. Such an analysis will aid the team owner to conclude whether or not he ought to place his risk in a mutual company and whether or not he and his associates ought to undertake such an association as the Act permits.

#### Experiences in Other States.

In 1914, compensation laws became effective in the following states: Iowa, Maryland, Nebraska, and in New York. From these states, an enormous premium income was received, covering compensation insurance, though only a small portion was earned at the end of the year 1914. For instance. The advance premium in Iowa and New York, at the close of business December 31, 1914, showed 25 per cent earned. The premium written in Maryland, under date of November 1st. showed only one-twelfth earned: and those written in Nebraska as of December 1, showed only one twenty-fourth earned.

The outstanding claims which arose during 1906 show, at the end of 1911, payments had been under-estimated 37 per cent. The outstanding claims during 1907, at the end of 1911, showed under-estimation of 34 per cent. Outstanding claims arising during 1908 showed, at the end of 1911, an under-estimation of 44 per cent. Outstanding claims arising during 1909, at the end of 1911, showed an under-estimation of 31 per cent. During 1910, at the end of 1911, the claims showed an under-estimation of 7 per cent. If the outstanding claims of 1910 were brought down to date, in all probability we would find them under-estimated anywhere from 31 to 44 per cent., as shown by the claims arising during 1906-7-8-9, brought down to 1911.

#### Objections to New Companies.

The objections to new companies are that while some may succeed many will fail. Of 42 casualty companies which failed or went out of business between 1910 and 1914, 6 had head offices in Philadelphia and 1 in Scranton. This is a pretty large proportion of the total number for one state, and particularly a large proportion for one city.

We have nothing to say with respect to the stability of any of the old well-established mutual companies. Undoubtedly they are as secure and as safe as any of the stock companies and safer than some stock companies.

#### Ruling of State Commissioner.

The Insurance Commissioner of the State has ruled as follows:—

Every Workmen's Compensation policy, and every endorsement upon an Employers' Liability policy providing compensation coverage, issued, renewed, or being in effect on or after January 1, 1916, shall carry the full basis rates approved by the Pennsylvania Insurance Department, subject, however, to subsequent adjustment upon inspection and rating by the Pennsylvania Compensation Rating and Inspection Bureau. No departure from basis rates approved by the Pennsylvania Insurance Department shall be made, except upon inspection and rating by the Pennsylvania Compensation Rating and Inspection Bureau.

Duplicate of every Workmen's Compensation policy, and of every compensation endorsement on an Employers' Liability policy, issued, re-

newed, or being effect on or after January 1, 1915, or a duplicate of the application on which such policy or endorsement is based, shall be filed with the Pennsylvania Compensation Rating and Inspection Bureau under such rules as may be established by said Bureau.

(Signed) CHARLES JOHNSON, Insurance Commissioner.

**Advantages:**—Freedom from contingent liability of mutual company.

**Low cost.**—The State will give compensation coverage only at 10 per cent less than the approved rates of stock companies.

#### **All Rates Identical.**

As already stated, we are informed that the State Insurance Commissioner will require the rates of all the companies to be identical, and the State rate will be 10 per cent less than such rates. All rates will be fixed by a Central Rating Bureau and will be subject to approval of the State Insurance Commissioner.

Subscribers may share in dividends. Liens cannot be filed against property of the insured. It offers complete protection from personal liability for payment of compensation, but does not protect against any other legal liability that may arise, which is the chief reason for the 10 per cent reduction.

**Disadvantages:**—The red tape which always accompanies public administration in all probability will be troublesome. It offers protection to the insured against compensation only. It does not afford protection against liability arising in the excepted cases.

It does not afford protection against employers' liability. The promised dividend is doubtful. It does not give coverage against liability for injury by your servants to the servants of some other employer.

#### **Injury by Employees to Other Employees.**

That is to say, where A's driver X is injured by C's driver and A is compelled to pay X compensation, A may recover from C the amount he is compelled to pay X. Under these circumstances C cannot be covered by the State Insurance Fund. The stock companies have taken position that they will not give C coverage under such circumstances as these (public coverage) unless they at the same time give him compensation coverage.

The State Fund in the absence of a special Act can pay out on risks only what it takes in as premiums. The possibility that one may be called upon to pay part of this liability even though he is insured in the State Fund is exceedingly remote but at the same time should not be passed by without notice by the employer.

One of the best authorities on insurance statistics is the A. M. Best Co

Has compiled results of the liability business of the leading stock companies. The premiums for the above period of 5 years amounted to \$166,071,625. The A. M. Best Co., figures that after paying losses and all expenses the companies will lose \$12,041,737, a percentage of 7.3 per cent. Of the 31 companies whose figures go to

make up the total, only 5 have shown any underwriting profit and in no case has the profit been large—26 companies have made an underwriting loss.

#### **State Fund Dividend Not Likely.**

With this in view it is not likely that the state fund will pay any dividend for a long time, and it is also likely that the mutual companies newly organized will not have easy going.

Third concern in which one may place his risk is a stock company.

**Disadvantages, High Rates.** The rates in all the stock insurance companies will be uniform. These rates will in every case be 10 per cent higher than the rates charged by the State fund.

**Advantages:**—Fixed cost to the insured. Experience in handling claims. Good service.—Better than that which can be offered by the State fund. Financial Strength.—This is of the utmost importance because the risk extends over so long a term of years. No probability of cessation of business.—This reduces the anxiety of the insured to a minimum. Combination coverage.—Public liability and compensation combined with other employers' liability.

#### **Recourse of Employee.**

If your employee is run over and injured by some third party you must pay compensation to that employee and may recover from the third party the amount of compensation provided by the Act. The employee still has his action against the third party for pain and suffering. Suppose you are the third party. The State fund does not cover you against the liability. But stock company insurance will cover you.

Companies will also provide a bond against liens.

The company rates on teamsters and truckmen for compensation and Employer's Liability Combination coverage fall into two classes, one costing \$1.23 per \$100 of pay roll, and the other \$1.54 per \$100 of pay roll. These rates are New Jersey rates and we assume that the Pennsylvania rates will be about the same. The Pennsylvania rates are not likely to be lower than the New Jersey rates. They may be higher.

#### **Stablemen, Etc., in Separate Class.**

The former classification covers drivers and helpers only and does not include stablemen, blacksmiths, repairmen, riggers and those engaged in the trucking of boilers and building materials, coal, garbage, refuse, ashes, iron, junk, scrap iron, machinery, railway iron, safe moving, and structural iron and steel.

Where the truckman or teamster does not haul the above class of excluded material, he can get the rate of \$1.23; but if he desires blanket cover, the rate would be \$1.54. For instance, a truckman hauling bales and produce could take the cheaper rate, but a general truckman who would do any and every kind of hauling, heavy and light, would need to pay the rate of \$1.54.

### No Parcel Post to Central Powers.

Because of notice given that steamship company refuses to accept parcel post mails for Germany, Austria and Hungary, the dispatch of parcel post mails to those countries is suspended until further notice. Such parcel post packages for said countries as have been mailed or which may be mailed inadvertently hereafter will be returned to the senders.

### Are There Too Many Houses?

A man familiar with the real estate conditions in some of the largest of American cities, is of the opinion that there are too many houses. He bases this assumption upon the large number of vacant buildings found in the cities. We quote in part as follows:

"We have in Philadelphia \$50,000,000 worth of vacant dwellings. For every twenty occupied houses one is empty. Other cities are quite as extravagant as Philadelphia in building.

"New York has far more empty offices in proportion to population than are found in the city of brotherly love. It has also many thousand empty apartments. Chicago is similarly overbuilt. A census showed that London had more than 50,000 vacant houses before the war began, and I presume there are more to-day.

"Some birds are content to rear their young in old nests, but others are never found in any but new homes. So with persons."—From "National Harness Review."

### Ask Van Owners to Report All Movings.

The Essex County Grocers and Butchers' Association at a recent meeting are said to have appointed a committee for the purpose of influencing the Common Council of the City of Newark to pass an ordinance compelling van owners and moving concerns to file a complete record of all removals—name, old address and new address, with the chief of police or some other city official.

We do not know much about the Essex County Grocers and Butchers' Association, but we do know considerable about the New Jersey Warehousemen's and Van Owners' Association, and we also know that if the former puts through this proposed legislation it will be over the drawn and tattered carcass of the latter.

While all persons are entitled to the same rights and protection under the existing laws there is no earthly reason or excuse for a certain class of business to enjoy special privileges at the expense of another class of business. Most moving concerns being incorporated, file yearly statements with the State and National Government, showing the exact amount of business they have done and the true condition of their affairs. Is that not enough? Or shall they be compelled to display to the public the name of each and every person with whom they do business? Why, the idea is simply

astounding, preposterous, a rank imposition, an injustice unworthy of a fair-minded man.

A great many grocers and butchers, as well as other tradesmen in Newark, have gained quite a reputation as van chasers, through their activity in following moving vans to their destination and soliciting business from the new resident. They know little and care less about the prospective customer's credit when going after his business. They take advantage of the moving van to create new business and having secured it and eventually been "stung," they "squeal," and now attempt to force the self-same moving van to help collect their bill.

The average van owner is a normal human being; might even be called ultra human when we consider the trials and tribulations he lives under. Any merchant may secure what information he desires if he goes about it in the right way.

He has simply to ask in a straightforward manner, stating his reasons, and in ninety-nine cases out of every hundred the van owner will be only too glad to help him. If the grocers and butchers really desire this ordinance for the purpose of tracing those whom they term as "dead beats," then why do they not arrange with the van owners for a working agreement? This would be the more satisfactory way all around, assuming the Essex County Grocers' and Butchers' Association, like the New Jersey Warehousemen's and Van Owners' Association, comprises all the reputable men in the business. This being the case, an agreement could be reached and probably a modified ordinance provided.

If, however the scheme is to provide a New Business Directory, Edited by E. Z. Vanman, and a great many believe this to be the case, then look out.

While this proposed movement is centered in Newark, it would not only apply to Newark van owners, but to all vans operating in Newark. It will be noted that the association pushing it is the Essex County Grocers' and Butchers' Association, and once started in Newark, the surrounding towns and soon the entire state would be anti-movers.—From "The Tail-board Load" New Jersey Warehousemen & Van Owners' Association.

### New York State to Use New Style of Automobile Number Plate.

The State of New York has adopted a distinctive number plate for use on motor vehicles during 1916. Instead of running up into the hundred thousands as has been the case for some years, the numbers will be arranged so that in no instance will more than five figures be required on any plate.

This will be accomplished by dividing the state into three registration zones, with headquarters in

(Continued on Page 32.)

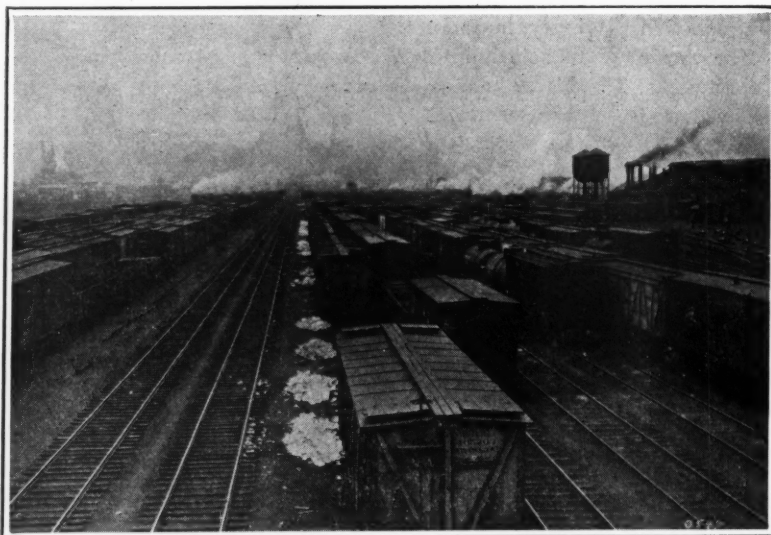
## Freight Congestion at New York Continues.

Every industrial center in the country practically, is now feeling the freight congestion at the port of New York, reported in the November number of TRANSFER & STORAGE. Instead of growing better, conditions grow steadily worse.

So far the Delaware, Lackawanna & Western, the Central Railroad of New Jersey, the Lehigh Valley, the Pennsylvania, and the Baltimore & Ohio railroads have declared embargoes on various eastbound commodities and export freight. On November 26, the New York "Press" estimated that there were 50,000 loaded railroad cars on side tracks around New York City waiting to be unloaded. Cars are reported backed up as far as Pittsburgh and Buffalo. Embargoes by other railroads are feared.



Interior of Steamship Pier in New York City, Showing Freight Awaiting Shipment.

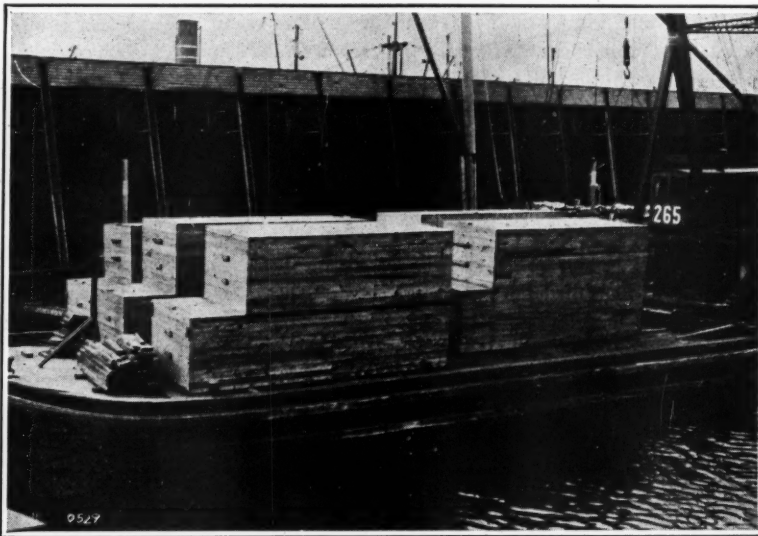


Freight Cars on Side Tracks in Jersey City Waiting to Be Unloaded—All Photos are by Pictorial News Co.

The prediction is made that New York City will suffer a food famine if a snow storm further delays traffic. Steamship piers in New York City are stacked to the roof beams with freight intended for export. Space in the piers is exhausted and some of the freight is even piled on the "farm" outside. Long lines of cars stand in the New Jersey terminal yards. Various reasons are assigned for the congestion of New York City's and other cities' terminals with export and domestic freight. The railroads are at fault according to some shippers for not providing for such a tremendous business. It is true that the railroads have been slow in ordering the new equipment that they so much needed even when business was bad a few months ago, but they could not possibly have foreseen such a tremen-

dous tide of prosperity as has engulfed the country. As far as the railroad terminal facilities at New York City are concerned, nearly all our readers know that these were sufficient for the business of years ago but are totally inadequate for even normal business at the present time. Some radical steps must be taken before New York City's terminals will equal the demands upon them of what may become normal business conditions for the next few years at least.

The railroads are looking for the best way out of the difficulty and have started a movement to reduce free storage time to 15 days from 30 days. The New York Merchants' Association is protesting against this reduction, which if brought about would be a good thing for the merchandise storage men of New York City and vicinity and even for the inland cities. As it is the mer-

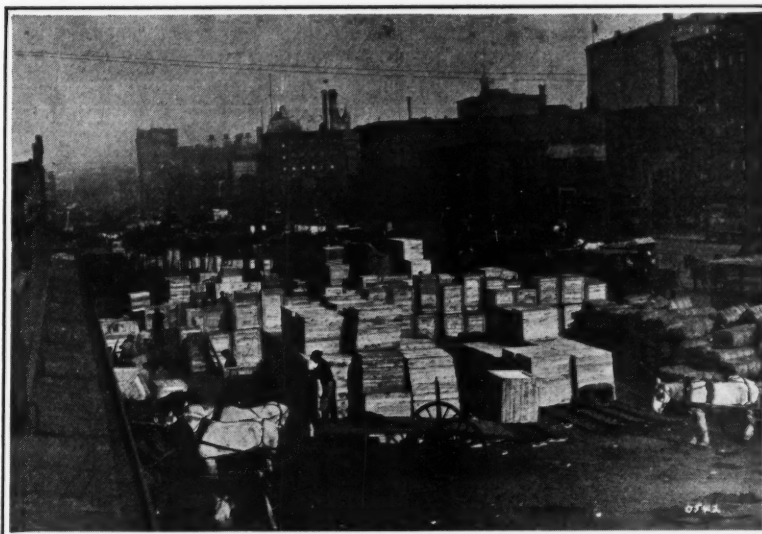


Automobiles, Boxed for Export Awaiting Shipment at Bush Terminal, Brooklyn.

chandise storagemen report tremendous increases in storage business even in the inland towns.

The committee on Relations Between Railroads of the American Railway Association, meeting at Chicago on December 8, formulated resolutions proposing a change in demurrage rules so as to relieve the congestion of export freight and promote a freer distribution of freight cars. The time that freight cars may be held at seaports should be reduced, a progressive demurrage rate established and the average agreement on demurrage charges eliminated according to these resolutions. It is proposed that the demurrage rules be amended to allow 45 hours free time on cars, a charge of \$1 per day for the next 3 days, \$3 per day for the following 3 days and \$5 per day thereafter. These are present demurrage charges on refrigerator cars. The resolutions ask that immediate action be taken.

Other plans have been suggested for



Freight Piled on West Street, New York City, for which Terminals Lack Space. In Foreground Is a Typical New York City Freight Wagon.



Lignum Vitae and Logwood for Export at Bush Terminal.

relieving the congestion, such as the distribution of export business over less congested lines to more open ports, etc. The lack of ocean tonnage is the cause of the car shortage and the congestion according to the railroads.

A committee representing the carriers met with a committee representing the New York Merchant Association in New York City on December 8. No definite action was taken at this meeting, but further meetings of the interests involved will be held from time to time.

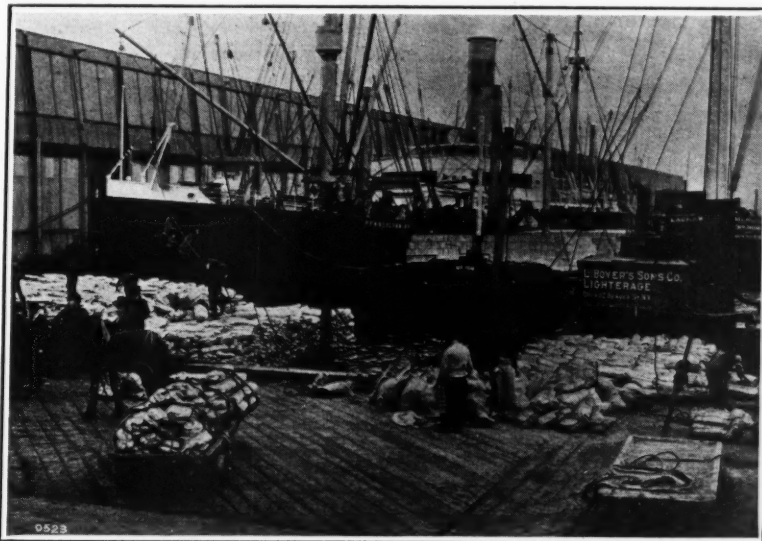
The carriers, according to the New York "Commercial" of December 1, will force England to send ships to relieve the congestion by holding up shipments of commandeered Canadian wheat consigned to the Allies. A special bureau in charge of operating traffic and accounting offices has been established in New York City to aid in handling the situation. Another special bureau has

been created to handle the local freight situation. Another special bureau has been created to handle the local freight situation on the New York division.

George Linn, manager of the Marine Department for the New York Central Lines says that poor shipping methods add greatly to the freight congestion. Shippers are loading their goods into cars and sending them to the seaboard far in advance of their ocean engagements according to Mr. Linn. He says that ship lines hold barges too long.

Greater use of waterways in moving freight is advocated as is the shipment of goods to other ports beside New York City, to relieve congestion.

Pittsburgh, Pa., December 18.—The Pennsylvania Railroad Co. has declared an embargo on all freight consigned to New York City and the east, with the exception of coal and food stuffs, it is reported here.



Raw Sugar Being Shipped from Bush Terminal in Brooklyn.

### New York Auto License Plate.

(Continued from Page 29.)

New York City, Albany and Buffalo. Separate number plates have been designed for each zone, those used in Albany and Buffalo bearing the letter "A" or "B" respectively, in addition to the number, while those issued by the New York City registration office will have no alphabetical designation.

Another innovation will be the arrangement of the numerals on the plates. Instead of the arrangement which is now in vogue in practically all states, the figures will be separated by a short dash, or hyphen, between the hundreds and thousands. The date, 1916, and the state abbreviation will be placed beneath the registration number, instead of before it, as is done at present. This arrangement is intended to prevent confusion, particularly at night, when the date and state designation have frequently been mistaken for numerals.

Under the new zone system, automobiles registered in New York City will be given numbers running from 1 to 1,000, and from 18-001 to 95-000. Commercial cars in this zone will be numbered from 3001 to 18-000. Cars registered in the Albany zone will be numbered from A1 to A1000, and from A10-000 to A57-000. The numbers for commercial cars will be run from 2001 to 10-000, each with the letter "A" preceding the number. In the Buffalo zone, the numbers of pleasure cars will run up to 67-000, while the commercial car numbers will cover the same range as in the Albany district. The letter "B" will precede all numbers.

There is a break in the series of numbers in all three zones from 1000 to 3000 inclusive. This is due to the fact that this series is reserved for dealers' vehicles. All numbers in this series will be preceded by the letter "M," which indicates a dealer's plate.

The adoption of the new style plate is expected to greatly facilitate the work of the police and others having to do with the regulation of traffic in the various cities of the state. The plates will have dark blue numerals and lettering on a cream ground.—From "Good Roads."

### Port Newark.

We are now in a position to announce to the world the New Jersey has a direct port of entry on the Atlantic seacoast known as Port Newark.

While the City of Newark is positively a seaport terminal, it is not quite ready to receive ocean freight direct but requires a little more developing in the way of dredging and dock facilities to handle the huge seagoing vessels which now get no further than New York.

October 20th, 1915, was the date of the first public inspection of the great enterprise of creating Port Newark Terminal, and the citizens of Newark showed their interest and pride in the enterprise by turning

out 20,000 strong to view the work, and see what they were getting for the several millions of dollars they were spending; and every person there seemed more than satisfied with the work.

It was a wonderfully inspiring sight to see twenty odd thousands of people on a dark, threatening day, an ordinary business day in the middle of the week, assembled on a vast marsh for no other reason than to see the Port Newark Terminal development. And there is certainly something to see and think about. The possibilities of the Newark meadows and bay front for shipping and manufacturing purposes are beyond imagination. The project when finished will open a large field for trucking and transfer men, not only in Newark, the Oranges, West Hudson towns, but throughout the entire State of New Jersey.—From "The Tail Board Load" New Jersey Warehousemen's and Van Owners' Association.

### Bleaching Oats.

A curious condition develops this season in connection with the attitude of the United States Department of Agriculture on the question of bleaching oats. We all know, of course, that color has been made an important feature in appraising the quality of grains. Having been emphasized by grain men for years, color has now become an important consideration with the ultimate buyers. It was because the Department of Agriculture considered that the bleaching of oats enabled the seller to conceal inferior quality that the process was frowned upon.

At least it was held that bleaching enabled the grain men to sell bleached at a higher grade than would be possible if the oats had not been bleached. The grain man always contended that bleaching really benefited the farmer as it created competition among grain men in the purchase of stained oats that made it possible for the producer to command higher prices for this class of grain. The department, however, held that bleaching resulted in an imposition on the consumer and as a result discouraged the practice.

This season a most unusual condition is presented. The heavy rains in all grain producing territories during the past summer caused the bigger part of the oats crop to be stained to such a degree that because of failure to reach the standard of color most of the oats coming to market would not be sold on the grade they really are entitled to, in comparison to their actual value. The staining of oats this season has been very largely superficial, the berry being no way damaged. The consequence is that the farmer suffers unnecessarily this year by reason of the arbitrary grading of oats as to color. It is known that some bleaching is being done and the result is certainly highly beneficial to the grain. In such a season as this bleaching would unquestionably greatly aid the movement of oats and benefit the farmer to a marked degree.—From "Flour and Feed."

## Letters From Readers

### Dual Names in the Transfer and Storage Business.

Editor, TRANSFER & STORAGE:—In am not engaged in the transfer or storage business, but am greatly interested in the transfer and storage of household goods. It is a business that closely touches the public, a business about which there are all kinds of kicks and knocks, partly due to conditions in the business when it was in its infancy 15 or 20 years ago, and partly because the public does not understand the business and needs education.

I see your paper occasionally and should like to see it oftener because I have great faith in the men who are at present engaged in the transfer and storage business and in those who are coming into the business. There is a new spirit easily seen in all these men that shows they are growing out of their old cocoons and becoming businessmen. I should like to have the freedom of your columns occasionally to take up some of the points that occur to me as needing the attention of the men in the business. It's more than possible that most of my remarks will be criticized but I will leave it to you to decide whether or not it is constructive criticism.

I recently had my household goods shipped (we move frequently) from "somewhere" in Pennsylvania to "somewhere" in Oregon. I asked the Pennsylvania man who would handle my goods at the other end. He gave me the name of the Black Transfer & Storage Co. I arrived in the Oregon city and looked up the Black Transfer & Storage Co., in the telephone book. I found their street address and went there to find out about my goods.

I found the street and number and there was a big storage building with a sign all over it "The Green Transfer & Storage Co." I hesitated a moment but finally went in. On the counter were numerous blanks of all kinds with the name "The Green Transfer & Storage Co.," printed on them. I asked the clerk if that was the office of the Black Transfer & Storage Co. He said it was and remarked that they used the Black name so that they could get up at the head of the listing in the classified telephone directory. He said he didn't know how the man in Pennsylvania had gotten hold of the Black name when I told him about the shipment of goods. He knew nothing of the whereabouts of the goods and after we had argued a while told me that there was a Blank Transfer & Storage Co., listed in the telephone book which was really the Red Transfer & Storage Co., and that if I went to the Blank or rather the Red company's office I might find my goods, as they

might have gotten the shipment on account of the similarity of names.

I went to the Red company's office and found my goods. This business of duplication of names struck me as not only confusing at times but as a cheap attempt to get business, altogether out of keeping with what should be the aim of any large advertiser. The name of a great advertiser's business, and all storage companies are great advertisers, is usually to establish a name for his business and stick to it so that when anyone first thinks of a transfer and storage company they will think of his name in connection with the business, will deal with him and will send his friends to him.

He does not attempt to get the business by what verges on fraudulent advertising, but sticks to that one name as long as possible. He establishes and impresses his business name with his customers and avoids all possibility of confusing them or of leading them to believe, as their impressions at times might lead them, that he is in business only temporarily, perhaps until he can find something better to do, is trying to get all the business he can and sacrifices dignity and advertising value in this attempt. It is doubtful to me whether the man who runs his business under two wholly different names really gets the results that he would get were he to fasten on one good name and build it up as a synonym for dignity, square and honest dealing, in short giving the impression that his is the high-class concern he intends and wants it to be, I say I doubt whether he gets the business. I am sure he does not get it, and if he does get it, it is not the high-class business that he wants or maybe even that he deserves.

Of course, there are instances where two names and two listings are excusable, such as in the case of a transfer and storage company selling out to new interests, which change the name to suit themselves and carry the old name on their stationery and in their telephone listings. These concerns however, usually keep the old name under cover as much as possible and put all the emphasis on the new name to get established, only keeping the old name as a convenience for some customers that they may still have, that were accustomed to dealing with the old company. I know of several such companies and they make practically no attempt to get business under both names and are anxious for the time to come when they can get rid of the old name and put full emphasis on the new title, the one that they are trying to build up and get established.

But, for the company that tries to get business under two names, I believe it is not only confusing to the customers but a decided disadvantage and drawback to the business itself.

"Somewhere" in Oregon.

A CUSTOMER...

### The Tendency of the Teaming Business.

Editor, TRANSFER & STORAGE:—Just what is the tendency of the teaming business, I mean the strictly transfer class, those who haul freight for the merchants, to and from the railroad depots and do no storage?

I have noticed in several of your issues attempts on the part of railroads, city traffic officials and others to practically eliminate the teaming business by instituting store-door delivery, clearing stations for less than carload freight, street-car cartage, etc. Is store-door delivery to eventually supplant the teaming business, is it to be wiped out by any of these methods, is it finally to come under the control of a few enormous companies in each city—I noticed in your last issue that a \$1,000,000 teaming company was being organized in Chicago—or is it to remain a good, lucrative business for some of us? I would appreciate your opinion on this question, which I consider one of the most important in the business.

Chicago, Ill.

A TRANSFERMAN.

You surely have tapped an important question. One would naturally suppose from the amount of agitation of which you speak, and which certainly exists, that the transfer business is doomed, but we hardly believe that such is the case. Store-door delivery is impossible. Each individual merchant wants his freight when he wants it and he wants to ship it when he has it ready. He wants service, and service is something he would not get through store-door delivery nor through a scheduled delivery by a big transfer company, such as the \$1,000,000 Chicago company of which you speak. Regarding this company, we were informed after our November number had gone to press that it was partly a newspaper story and partly truth but that it had fallen through. It was said that none of the big transfer companies in Chicago were interested in it.

The Interstate Commerce Commission would very likely be against store-door delivery. The Commission ordered the railroads entering Baltimore and Washington, D. C., where store-door delivery had been given for sometime to give this up. The rail lines wanted to make a charge for the service but the Commission held that the service was a part of their line haul and should be covered by their freight rate. Not being able to make a charge for the service, the railroads were only too glad to give it up as the teaming business is not a cheap business when efficiently carried on. The railroads will not make any special efforts to be accorded store-door delivery until they can make a charge for it, and the chances are that then the merchants will kick because their freight will be delivered and shipped when the railroad is ready to deliver and ship and not when the merchants want to. Also, under railroad management, the teaming business would be much like terminal conditions are in the larger cities at the present time. There would not be any more men or wagons or trucks em-

ployed than the railroads could keep busy during their slackest times. In a rush of prosperity such as we are now experiencing, this equipment would not be large enough to care for the business and congestion, delay and loss would result.

Clearing stations and street-car cartage are other matters. Clearing stations for less than carload freight are based on a good theory, but the railroad lines will be very careful not to put too much money into clearing stations. They are yet in the experimental stage and it has not been absolutely proven that they are cheaper and with street traffic. Such stations may to eliminate a percentage of transfer freight—that comes into a city on one line and goes out on another. The railroads themselves are operating and are interested in various teaming companies in the different cities at present that take care of this business. They are getting from 3 to 4 cents a hundred pounds for it and it is more than paying its cost because it can be handled on a very efficient basis. They will hardly give it up. But, clearing stations, like everything else have something in their favor. It is true that cities are becoming too congested with street traffic. Clearing stations may help to eliminate some of this congestion and may cut down to some extent on the teaming business, but their influence will hardly be felt for business increases so fast that these stations will about take care of new business and the teaming industry will remain where it is. The effect of clearing stations on the transferman is hardly to be feared by him.

Street-car cartage is much like the clearing station in effect and much like store-door delivery in popularity. The merchants will hardly be enthusiastic about street-car cartage. The street cars can not deliver from door to door. They are too expensive to operate and in the time in which they can operate is limited. They must work during the night hours when passenger service is at a low ebb. If they attempt to deliver from door to door at night the merchant must have a night receiving and shipping force at work. Such service is impossible in the day time owing to the passenger cars which must use the same rails.

About the only purpose of street-car cartage is in delivering to distributing stations on a schedule. This interferes with the merchant's desire for individual service again, and protests will be in order wherever the experiment is tried. But if the street cars are to be used in this manner, there must be cartage to and from their distributing points and the elimination of any amount whatever of wagons or trucks from the streets is doubtful.

The teaming business has nothing to fear from any of these quarters. If any of them are ever brought about it will be due as much to present and future conditions in the teaming business itself as to any outside influence such as that of the railroad lines, city traffic officials, etc.

H. T. L.

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Editor, TRANSFER & STORAGE:—I noticed in your November number, that New Haven, Conn., and New York City were both considering traffic ordinances forbidding vehicles to back up to the curb to load or unload, and you suggested that side doors in panel vans might be a good feature. It is very difficult to load household goods into a side-door van, because there must be room left in the middle of the van for the men to work in and not much of a load can be gotten on in this way.

But why the panel van? The panel van body is expensive—a good panel body cannot be purchased for much less than \$600—it is heavy, and its costly finish is very quickly scratched and marred.

Now that motor trucks are coming into the moving of household goods so strongly, one thing that the storage warehouse man must look out for in buying a motor truck is the price, his initial investment on which accrue all his interest and depreciation. He does not want to buy an expensive truck and yet he wants to get a good truck and be sure of it. He looks them over and finds that with a 400 cubic foot panel body weighing between 1,500 and 1,800 pounds, while a 400 cubic foot load of household goods uncrated is about 3,000 pounds in weight and the weight of the same load of goods packed and crated for shipment about 5,000, he must figure on having a sufficiently high enough capacity vehicle to take care of the 5,000 pounds load—his heaviest load—and the additional 1,500 to 1,800 pounds of the panel body. This means a chassis of three and a half tons capacity at least.

A three and a half-ton capacity vehicle is a higher priced truck than the transfer and storage man wants to buy. Too often he skimps on the chassis capacity, buying a two and a half or a two-ton chassis, counting on the 50 per cent overload capacity claimed by many truck manufacturers to carry him through when he has a crated load. The speed of the big truck is too slow also. The transferman wants a speedier truck—one that will cover more ground and do more work in a day.

The natural result, with the heavy van body on this light chassis, and the higher speed of the lighter chassis, the truck goes to pieces very shortly and the purchaser becomes a knocker for all motor trucks. At least if not for all motor trucks, of the particular make he bought. He never considers for a minute that it is all his own fault. That if he had not tried to put that heavy panel body on that light chassis he would have gotten his necessary load capacity and the higher speed he desired.

It is all the van body then. Why not do away with the heavy panel bodies and substitute screen bodies such as some of the transfer and storage companies use and such as are used to such great extent by the American Express Co., in the larger cities? With a tarpaulin over the outside or curtains such as button over these screen bodies, the load is protected against

inclement weather, and with van pads on the inside, similar to those used in the panel vans, there is a minimum of damage to the furniture.

The storageman can buy his lighter truck, run it fast and save money by doing away with the panel van.

Chicago, Ill.

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The customer demands the panel van. He does not care to trade with the man whose vans look like cheap trucks rolling down the streets with curtains flapping in the wind. When a family moves in or out they want to make an impression on their new or old neighbors. They must have a fine-looking van, drawn by a fine pair of horses or propelled by a well-behaved motor, draw up before their door. These reasons alone should decide the permanency of the panel van.

But the storage warehouseman wants a heavy van body himself. He not only wants a fine-looking van, one that will draw trade to him and act as his advertisement on the street, but he wants a heavy van body for purposes of stability, to cut down the chance of damage. Have you ever noticed a three-ton van with a light body tearing down the street at 15 miles an hour carrying a heavy load of furniture with the body swaying from side to side, drawing loose its bolts and racking itself and the chassis that carries it?

Besides, the warehousemen who have had the most experience with motor trucks state that high speed in a van, anything over 12 miles an hour in a three-ton van, is not only dangerous to life and limb of pedestrians and other traffic, productive of damage suits, but is also productive of damage to the goods carried and is ruinous to the truck itself.

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Editor, TRANSFER & STORAGE:—During the past 2 years we have had a verbal agreement with the South Dakota Central Railway to handle their 'through transfer' from their line to the Minneapolis & St. Paul and Great Northern Railroads at a charge of 5 cents per 100 pounds, minimum charge, 15 cents.

The road has now gone into the hands of a receiver, and we have had notice from the Special Master Henry A. Muller to show cause why our claim has priority over a mortgage being foreclosed. We have filed our claim in detail, claiming that we have priority because 'these are transportation charges, provided for by published tariffs and entitled to full face value, and any lesser settlement would be a violation of Interstate Commerce Regulations governing rates.' Are we right? Would greatly appreciate your opinion on this case.

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DEMING DRAY & TRANSFER LINE,

The Act to Regulate Commerce of February 4, 1887, and the several supplements thereto, do not include within their provisions teamsters, draymen or wagoners. The Act applied only to interstate railroads and water transportation companies acting in conjunction with railroads when both are under a common control arrangement.

In the case of *Cary vs. Eureka Springs Railway Co.*,—7 I. C. C. R. 286,—the facts were found to be that the defendant railway company, by joint tariffs, had formed a transportation line and established rates and charges over it between St. Louis, Springfield and Eureka Springs, the southern terminus of such lines and the end of the track of the Eureka Springs Railway Co. The arrangement between them and the Harrison Transportation Co. (a trucking company) was to attempt to extend their line beyond Eureka Springs, or in connection with the Harrison Transportation Co., to form an extended line from St. Louis and Springfield to Berryville, Harrison and other points in Arkansas not reached by the railway line of the defendants. Under this arrangement the transportation between Eureka Springs and Berryville, Harrison and other points was to be carried on by teams, nominally under the supervision of the said transportation company. At page 310 of the opinion the following appears:—

"The provisions of said Act do not apply to transportation by team or wagon, and neither the joint tariffs nor the arrangements of the defendants with the Harrison Transportation Co., made them joint carriers with said transportation, nor carriers at all beyond Eureka Springs."

To the same effect is the case of *Wylie vs. Northern Pacific Railway Co.*,—11 I. C. C. R. 145—which was decided June 23, 1905. At page 154 appears following:

"We hold that the defendant railway is without authority to make traffic agreements of the nature and effect shown in this case, either with the Transportation Co., which provides stages for touring the park, or with the association, which conducts the hotel therein. The parties are not competent in law to form through routes and establish joint rates as provided in the 6th Section of the Act to Regulate Commerce, and the circular or tariff under which the rates and tickets in question are provided cannot be regarded as a joint tariff established by connecting carriers under the authority of the statute."

It has been held over and over again that draymen and truckmen are common carriers and this is substantially the law in every state of the United States. But the fact that they are common carriers has no bearing on the question which you have submitted to us. A common carrier's lien for his transportation charges is inferior to the right of the mortgage of the property under a mortgage of which the carrier has actual or constructive knowledge. His lien is even inferior to the lien of a warehouseman for storage on goods having been delivered by the carrier to the warehouseman with-

out requiring the advancement of his charges. But the carrier's lien is superior to that of a vendor under his right of stoppage in transitu, and to the claims of attaching creditors of the consignor.

In view of the fact that this inquiry emanates from South Dakota I call your attention to the case of *Owen vs. Burlington Railroad*—11 S. D. 153, which may have some bearing on the situation.

PIERSON & SHERTZ,

Philadelphia, Pa.

WARD W. PIERSON.

Attorneys for the National Team & Motor Truck Owners' Association.

### Waiting for the Next Mail.

Watching the reports for the 1916 edition of THE TRANSFER & STORAGE DIRECTORY come in is rather an interesting and exciting indoor sport 'Sunny thing but those you never expected to hear from are the first ones every time to reply. I believe the first advertising contract that came in through the mail was a half page from the Campbell Stores, merchandise storagemen of Hoboken, New Jersey. Now who would expect Hoboken to be the first to reply? Not that any offence is intended to Hoboken, on the contrary we have a warmer spot in our hearts for Hoboken than ever before, but, in view of the other cities so much larger than Hoboken, to whose business The Directory is more of an advantage, would you expect Hoboken to be the first? We didn't. We are not absolutely sure that it was the Campbell Stores, however. The first one in might have been the Atlas Storage Warehouse Co., of Philadelphia whose order was for a page.

Then the flood began. There were a few mornings when we could get the door open without using a crowbar but they were few. The mail collected every morning and blocked our ingress. It's a good thing the postman didn't come after 4 p. m. or we wouldn't have been home at all any night.

But watching the mail was fun. There would be a queer one in nearly every mail. Some concern that you never expected to be able to list in The Directory with more than "No Report" under their name would authorize us to give them a complete listing and insert under it "See Advertisement on page . . . ." Then in the next envelope there would be a blank filled out for the listing of one of the bigger companies, a company of national and international reputation who would co-operate only to the extent of sending in their listing. Funny, the little fellows would grab like the dickens for the advertising space—of course lots of the big fellows did too—but the most of the big fellows would hang back. It is hard to believe that the smaller companies saw the advertising value of THE TRANSFER & STORAGE DIRECTORY before the big fellows. However it is more likely that they read the circular more carefully.

But there are almost enough listings in to start printing The Directory—if your isn't send it in NOW, or

you'll be marked "No Report" and won't get a chance to clear yourself for a long time. But so far there isn't quite enough advertising business in to insure our getting our money back. We want your co-operation and we need and deserve your support. Beside that there is no better place to advertise for intercity business in household goods, merchandise or both, than THE TRANSFER & STORAGE DIRECTORY.

### Much Poor Hay.

Secretary J. Vinning Taylor, the National Hay association, sent out the following notice to the members: "I want to warn our shipper members to be more careful than they have ever been before in shipping hay. I find from reliable statistics that we have produced the largest crop of hay ever harvested in this country, 81,000,000 tons. The nearest figure to this enormous tonnage was in 1912, 72,691,000 tons. On top of this overwhelming tonnage, we have the poorest quality ever raised. This is why I am sending you a note of caution. Try and induce your farmers to keep this poor grade hay on the farm, not even baling it up. Refer them to the penalty provided by the National Pure Food law—the United States government will confiscate mouldy, unsound or damaged hay and there is no recourse as to its value. Therefore, do not take any chances. The price of good hay, I think, will rule steady, so it will pay you to be careful.

Our last convention went on record favoring increased water transportation and especially approved the construction of the proposed waterway connecting Chicago and New York. It is now very apparent that certain interests, and powerful ones, are exerting their influence toward killing off all inland water navigation. Only great pressure promptly brought to bear on the part of the friends of water navigation will save what has been accomplished so far and what the future has been promising. I therefore urge you seriously to use all influence at your command with your representatives at Washington to the end that they interest themselves and contribute to the success of these projects. If any one particular class of business is to be benefited more than another, it surely is the hay business. Do not delay this, but write today.—From "Flour and Feed."

### Recent Decisions.

Freight—Delivery to Consignee—Liability for Charges—Rates—Mistake—The New York Court of Appeals held, in the case of Pennsylvania Railroad Co. vs. Titus, that a delivery of freight by a common carrier to the consignee named in the bill of lading, without notice that he is only an agent or factor and accepts the goods in that capacity, renders him liable for the freight charges, and that by accepting the goods he makes himself a party to the contract between the con-

signor and the company, or enters into an original contract to pay, which takes place of the company under the bill of lading to retain the property until the charges are paid. The court further held that where the carrier is engaged in interstate commerce its charges are those set forth in the schedule or tariff filed in the office of the Interstate Commerce Commission and duly published and that a mistake by the company in rendering its bill for a lesser amount from the consignee, does not relieve him from liability for the balance of the schedule rates.—From "The Hay Trade Journal."

A Merry Christmas  
and  
A Happy New Year  
to all.

"CHARLIE" MORRIS  
NEW YORK CITY



**You Can't  
Break It  
You Can't  
Spill It**

It's the only  
thing of it's  
kind.

Guaranteed to  
efface over 1000  
white scratches  
on Pianos, Fur-  
niture, Mahog-  
any, Walnut,  
Oak or Birch—  
"Quick-As-A-Wink"

**It Contains No Acid  
and will not injure the finest finish.**

**Price \$1.00 Worth \$100.00**

To prove our claim we will send you (4) Tibet-Almond Sticks upon receipt of \$1.00. Don't miss this offer, you may never have it again.

**ZENITH CHEMICAL WORKS Austin Station CHICAGO, ILL., U. S. A.**

# Transfer, Warehouse and Storage Companies' Directory

## ALBANY, N. Y.

### Security Storage & Warehouse Company

Storage Buildings, Fireproof and Non-Fireproof; buildings to let with direct track connections, suitable for any purpose; local branches; manufacturing plants; teaming, transfer and storage.

Correspondence solicited.

James G. Perkins, Mgr., P. O. Box 118.

## ATLANTA, GA.

### Cathcart

#### Transfer & Storage Co.,

Moves, Stores, Packs, Ships  
Household Goods Exclusively

Office and Warehouse

6-8 Madison Ave.

## BROOKLYN, N. Y.

### PIONEER FIREPROOF STORAGE WAREHOUSES

GEO. H. SHEPARD,  
General Manager.

GEO. F. SHEPARD,  
Traffic Manager.  
37 to 52 Flatbush Avenue.

Storage for Household Effects, Automobiles, etc. Packing and Shipping to all parts of the World. Rug and Carpet Cleaning. Motor and Horse-Drawn Vans. Fire and Thief-Proof Vaults for Valuables.

## News From Everywhere Briefly Told.

Security Storage Co., of Washington, D. C., which is getting up a card index of transfer and storage companies, reports that not all of the companies have returned the cards and the work of getting the cabinets ready for distribution is delayed. Association members who have received notification from the Security regarding these cards are urged to send them in. At the present time the card index is limited to association members. Each company prints its own cards to the number of 500. The front of the card carries general information regarding the company and the back of the card carries shipping directions. Each company pays for its own cards, as we understand it, but the Security company has the expense of getting the system together and providing the cabinets. This card index system should be a great help to the warehouse industry and it is hoped that association members and others who have been notified will very promptly send in their cards in order to co-operate in saving the Security company further expense and trouble.

Bekins Van & Storage Co., of Oakland, Cal., has gotten out a map of the city which they are distributing. The map is in the form of a folder which also gives information regarding the Bekins plant at Oakland and announces the erection of a new office and eight-story fireproof storage building at Twenty-Second street and San Pablo avenue, on a private railroad spur.

Western Cartage Co., Ltd., of Edmonton, Alberta, Canada, has changed its name to Western Transfer & Storage, Ltd.

Allegheny County Team & Motor Truck Owners' Association of Pittsburgh, has defeated the proposed ordinance requiring lights on all vehicles after dark. The association held a meeting December 15.

New York Furniture Warehousemen's Association will hold its annual dinner at Keen's Chop House at 107 West Forty-fourth street in January. Dinner will be served at 6:30 p. m. and will be immediately followed by the meeting.

Packard Motor Car Co., announces that in the 10 years they have been on

## BOSTON, MASS.

"WE MOVE EVERYTHING"

### R. S. Brine Transportation Co.

48 India Street.

Trucking, Forwarding and Rigging.

## BUFFALO, N. Y.

### The Buffalo Storage & Carting Company.

Unsurpassed Facilities for Storing, Handling, Transferring and Forwarding Goods.

### O. J. Glenn & Son

Everything in the Line of Moving,

Carting, Packing, Storage.

Office, 47 W. Swan Street.  
Buffalo, N. Y.

### Niagara Carting Company

223 Chamber of Commerce.

### GENERAL CARTAGE & STORAGE

Transferring Car Loads a Specialty.

## CANTON, O.

### Cummins Storage Company

310 East Ninth Street.

STORAGE, DRAYING, PACKING AND  
FREIGHT HANDLING A SPECIALTY

Unsurpassed Facilities for Handling Pool Cars

## CHICAGO, ILL.

### Trans Continental Freight Co.

Forwarders of Household Goods, Machinery and Automobiles.

Reduced Freight Rates to and from all principal points west.

#### OFFICES

General Office: 203 So. Dearborn St., Chicago  
Woolworth Building, New York  
Old Colony Building, Boston  
Ellicott Square, Buffalo, N. Y.  
Union Trust Building, Cincinnati  
Van Nuys Building, Los Angeles  
Pacific Building, San Francisco  
Alaska Building, Seattle

**TRANSFER, WAREHOUSE AND STORAGE COMPANIES' DIRECTORY—CONTINUED****CHICAGO, ILL.****Bekins Household Shipping Co.**

Reduced Rates on  
Household Goods, Automobiles and  
Machinery.  
General Offices, 38 So. Dearborn St., Chicago.  
New York, Boston, Buffalo, Cincinnati.

**CLEVELAND, OHIO.****"The NEAL"**

7208-16 Euclid Avenue, Cleveland, O.  
Modern Fireproof Buildings  
Service Complete  
Carload Consignments Solicited.

**THE****LINCOLN FIREPROOF  
STORAGE CO.**

5700 EUCLID AVENUE.  
5 MODERN WAREHOUSES.  
16 AUTOMOBILE MOVING VANS.  
Service and Satisfaction Guaranteed  
Cleveland, Ohio.

**DENVER, COL.****THE WEICKER  
TRANSFER AND STORAGE CO.**

Office 1017 Seventeenth Street.  
New Fireproof Warehouse on Track  
1447 to 51 Wynkoop Street.  
Storage of Merchandise and Household Goods.  
Distribution of Car Lots a Specialty.

**DES MOINES, IA.****Merchants Transfer & Storage  
Company**

WAREHOUSEMEN AND FORWARDERS  
General Offices - - - - - Union Station

**EL PASO, TEX.****WESTERN TRANSFER  
& STORAGE COMPANY**

515 SAN FRANCISCO ST.  
Forwarders and Distributors—Trucking of all  
kinds—Distribution cars a specialty.  
Warehouse on Track

**ERIE, PA.****The Erie Storage & Carting  
Company**

Packers of Planos and Household Goods.  
Storage, Carting and Parcel Delivery.  
Warehouse Siding, switching to all lines

the market, nearly 8,000 Packard trucks, to the value of \$20,000,000 have been purchased by merchants and others. These figures are given as an indication of the tremendous growth of the automobile industry. Two years ago the Packard company claimed to have 25 per cent of its vehicles in use in the transfer and storage business, totaling \$5,000,000.

Rad—you know Rad—of Grand Rapids, is on the job again with a new rubber stamp. TRANSFER & STORAGE wrote Rad that we hadn't heard from him for a long time. By return mail came a letter from Rad with a new rubber stamp, screaming across it, "Had You Noticed that Rad Has Been Silent for Sometime?" We've often wondered if Rad has a stamp clerk to keep track of the rubber stamps. Rad writes us that a rubber stamp is noticed much more quickly than ordinary printing. Rad is right at that. Rad is also somewhat of a poet. If you haven't seen any of his stuff just stick a postcard in the mail, addressed to Rad, Grand Rapids. If it comes back report the Grand Rapids post office for inefficiency, and send a new one addressed to E. M. Radcliffe. Rad would say "send a shipment too" but we can't give him too much advertising free.

Motor Truck Club of America, just now of New York City and New Jersey, writes that "motor truck owners will be vitally interested in the proposal to waive license fees for all trucks belonging to those who join the Motor Reserve Corps.

L. Hammersmith Transfer Co., of New Albany, Ind., writes that motorists of Louisville, Ky., and other places are protesting against tolls on the interstate bridge between Louisville and New Albany. Mr. Hammersmith states that the transfer and storagemen of the vicinity have done nothing about these tolls and that he himself has paid tolls over the old and new bridge for 29 years to the amount of \$95,000. Only one person, the driver, is allowed to ride on a wagon. Helpers must pay 5 cents each, additional. It is said that this bridge has the highest toll rates of any of the United States.

T. G. Ellsworth, of the Clinton Storage Warehouses of New York City, also president of the United Civic Associations of the Borough of Queens, was re-elected to that office for the third time at a meeting on November 23. Several members of the association

**FORT WAYNE, IND.****Brown Trucking Company  
MOVING, CARTING, STORAGE  
AND DISTRIBUTING  
125 West Columbia Street.****FORT WORTH, TEX.****Binyon Transfer & Storage  
Company.**

265-7 West Fifteenth Street,  
Receivers and Forwarders of Merchandise.  
Furniture Stored, Packed and Moved.  
Handling Pool Cars a Specialty.

**HARTFORD, CONN.****The Bill Brothers Company  
TRANSFER AND STORAGE**

Special Facilities for Moving Machinery, Safes,  
Furniture, Planos, etc. STORAGE WARE-  
HOUSES with separate apartments for House-  
hold Goods, and Railroad Siding for Carload  
Shipments.

**HELENA, MONT.****Benson, Carpenter & Co.  
RECEIVERS & FORWARDERS**

Freight Transfer and Storage Warehouse.  
HANDLING "POOL" CARS A SPECIALTY.  
Trackage Facilities.

**HOUSTON, TEX.****WESTHEIMER  
WAREHOUSE COMPANY  
STORAGE & DISTRIBUTING**

Fireproof Warehouses. Separate Locked Rooms

**LEOMINSTER, MASS.****W. K. MORSE****LIGHT AND HEAVY TRUCKING  
OF ALL KINDS**

Office and Stables, rear 33 Mechanic Street.  
Residence, 147 Whitney Street.

**MANSFIELD, O.****COTTER  
TRANSFER & STORAGE  
Company  
GENERAL HAULING & STORAGE**

## TRANSFER, WAREHOUSE AND STORAGE COMPANIES' DIRECTORY—CONTINUED

**MILWAUKEE, WIS.****Kinsella Transfer Company**

617 Clinton Street

**WE MOVE EVERYTHING.****ALL KINDS OF TEAMING****THE UNION TRANSFER  
COMPANY.**

Freight-Teaming, Shipping and Receiving Agents. Warehousing and Storage.

OFFICE, 107 REED STREET.

"We Deliver the Goods."

**MINNEAPOLIS, MINN.****Cameron  
Transfer & Storage Company**

708 Hennepin Avenue.

Unsurpassed facilities for Storing, Handling, Transferring and Forwarding Merchandise and Household Goods.

**Fireproof Storage.****MONTREAL, CANADA****Meldrum Brothers, Limited**

Cartage Contractors

Established 1857

Office 32 Wellington Street.

Unexcelled facilities for the teaming of car load, steamship importations and heavy merchandise.

**NEW LONDON, CONN.****B. B. GARDNER, 18 BLACKHALL  
STREET****PIANO AND FURNITURE  
PACKER, MOVER & SHIPPER**Safe Mover—Freight and Baggage Transfer.  
**STORAGE.****NEW YORK CITY.****The Meade Transfer Company**

General Freight Forwarders

Transfer Agents of the  
Pennsylvania R. R. and Long Island R. R.  
Main Office, P. R. R. Pier, 1 N. E.

spoke enthusiastically of the good work accomplished under the supervision of Mr. Ellsworth and his protests that he wanted to be relieved from the duties of the office passed unheard. Mr. Ellsworth was instrumental in saving the city \$13,500,000 by directing a campaign to prevent the reconstruction of the Queensboro Bridge for subway trains and the construction of a tunnel instead.

James Brazeil, who conducts a general transfer and storage business at Fall River, Mass., writes that organization is much needed in Fall River and vicinity, saying that business conditions in his city are easily the worst in the world.

City Trucking Co., of Fort Wayne, Ind., is having plans drawn for a warehouse and barn, 75x200 feet of fireproof construction. The second floor will be devoted to storage purposes.

Elgin Storage & Transfer Co., of Elgin, Ill., has purchased the coliseum at Elgin and will turn it into a garage for its motor vehicles. It is reported that A. C. Muntz, head of the Elgin Storage & Transfer Co., paid \$15,000 for the building although exact figures cannot be obtained.

Bushwick Storage Warehouses, 237 Meserole street, Brooklyn, N. Y., have been elected to active membership in the New York Furniture Warehousemen's Association. Crocker Storage Co., 338 Cumberland avenue, Portland, Maine, has been elected to associate membership.

Long Island Storage Warehouses, Brooklyn, N. Y., are distributing among their customers and the trade, the "National Year Book and Encyclopaedia," a book of facts, figures and general information. This is a very useful little volume to add to any office library. TRANSFER & STORAGE acknowledges receipt of a copy of this book with thanks to the senders.

Winslow-Day Co., of Watertown, N. Y., has been elected to membership in the American Warehousemen's Association which announces this month the addition of three others, the Union Transfer & Storage Co., Madison, Wis., the Terminal Warehouse Co., of Rhode Island of Providence, R. I., and the S. N. Long Warehouse of St. Louis, Mo. Redman Fireproof Storage Co., Salt Lake City, Utah, has resigned from the association.

Chicago Cold Storage Warehouse Co., has effected a lease giving them a ten-

**MORGAN & BROTHER**  
Storage Warehouses—Motor Vans  
230-236 West 47th Street,  
Near Broadway, New York City.  
Cable Address, "Morganware."

**West End Storage Warehouse**

202-210 West Eighty-Ninth St.,  
Moving, Packing and Shipping, Storage  
Warehouse and Silver Vaults.  
**NEW YORK CITY.**

**Metropolitan Fire Proof  
Storage Warehouse Company**

39-41 West Sixty-Sixth St.  
STORAGE, CARTAGE, PACKING.

**Julius Kindermann & Sons****FIREPROOF STORAGE WAREHOUSES**

Storage for Household Effects, Automobiles, Etc.

1360-62 Webster Ave., near 170th St.  
**NEW YORK CITY.****OIL CITY, PA.****Carnahan Transfer & Storage  
COMPANY**  
STORAGE AND PACKING**PARKERSBURG, W. VA.****Parkersburg Transfer &  
Storage Co.**

101-113 ANN STREET.

Distributing and Forwarding Agents.  
Track in Building.**PHILADELPHIA****CITIZENS' EXPRESS COMPANY,**

Theo. Gabrylewitz

Drayman—Shipper—Distributor

**HEAVY HAULING**

Parcel Delivery.

Auto-Delivery.

31 North Sixth St.

**PITTSBURGH, PA.**

Haugh & Keenan  
Storage & Transfer Company,  
Center and Euclid, East End.  
**PITTSBURGH, PA.**

**TRANSFER, WAREHOUSE AND STORAGE COMPANIES' DIRECTORY—CONTINUED****MURDOCH**  
**Storage & Transfer Co.**

Successor to

W. A. Hoevler Storage Company,  
Office and Warehouses  
848 NEVILLE STREET. PITTSBURGH, PA.**Weber Express & Storage Co.**

4620 Henry Street

Moving, Packing and Storing | **GENERAL**  
of Furniture and Planos | **HAULING****J. O'NEIL, EXPRESS AND STORAGE**

813 W. Diamond Street, Northside.

Unsurpassed Facilities for Storing,  
Handling, Transferring  
and Forwarding Goods.**UNION STORAGE CO.,**

Liberty and Second Ave.,

**GENERAL, COLD AND BONDED STORAGE**  
**TRANSFERRING AND FORWARDING.****HOEVELER**  
**Warehouse Company**

Movers and Storers.

4073-4075 Liberty Ave., Pittsburgh, Pa.

**PORTLAND, ME.****Chase Transfer Company**

General Forwarding Agents

Eastern Steamship Company, Maine Steamship  
Company, Grand Trunk Railway.  
Special attention to Carload Consignment.**PORTLAND, ORE.****Northwestern Transfer Co.**

64 and 66 Front Street

**GENERAL FORWARDING AGENTS**  
Special Attention Given to Pool Cars**POCATELLO, IDAHO.****Hannifan's**  
**Transfer & Storage Co.**  
**CARLOAD DISTRIBUTERS**  
Agents for snippers of household goods,  
automobiles, machinery and other commodities.  
Pocatello is the leading distribution center of the Northwest.

ancy of 30 years or more on approximately 5,000,000 cubic feet in the Soo Terminal Warehouse Co.

**Harris Transfer & Warehouse Co.,** Birmingham, Ala., announces that it will begin work immediately on a new building, 90x100 feet, five stories and basement, of fireproof construction, and intended solely for household goods. The building will be provided with special rooms for pianos, vaults for valuables, etc. The estimated cost is \$50,000.**Schiewe Storage Co.,** has applied for a permit to build a \$65,000 re-inforced concrete warehouse at 142 Woodruff avenue, Toledo, Ohio.**Albert Graham Ober,** founder of the Baltimore Fidelity Warehouse Co., died at his home near Baltimore on November 7 after a short illness, aged 78 years. He had retired from active business in 1910.**Evansville Warehouse Co.,** building at Evansville, Ind., was practically destroyed by fire on October 22. The cause of the fire, while not definitely fixed was attributed to defective electric wiring. The loss of the building and contents is estimated at \$200,000. The building itself was valued at \$75,000, upon which there was \$25,000 insurance.**United Warehouse Co.,** with J. H. Brugh, manager, has opened an office at Wichita, Kans., and will have full control of the building recently erected at that city for the Rumley Products Co. The building is 110x140 feet, six stories high and of fireproof construction.**Atlanta Warehouse Co.,** Atlanta, Ga., has opened its new plant at Stewart avenue and the Georgia Central Railroad. The plant covers nearly forty acres of ground and represents an investment of approximately \$1,000,000. The building has storage capacity for nearly 300,000 bales of cotton.**Board of Trade** of the Bronx, New York City, has publicly protested against the condition of postal facilities which cause the Bronx to be 24 hours from Manhattan Island for first class mail. Motor truck delivery is asked for.**Jones Transfer Co.,** of Butte, Mont., has completed a three-story, steel, concrete and brick fireproof warehouse at Wyoming and Iron streets, Butte. The building is 72x100, giving a total of 28,800 square feet. The building is lined inside with hollow tile to make it frost proof. The floors are calculated to car-**ROCHESTER, N. Y.****Rochester Carting Company,**  
164 ANDREWS STREET.  
Movers of Pianos and Household  
Furniture.**SPRINGFIELD, MASS.****Central Storage Warehouse**  
**STORAGE AND DISTRIBUTING**  
**PACKING, CARTING, SHIPPING****ST. LOUIS, MO.****Columbia Transfer Company**Special attention given to the  
distribution of car load freight.Depots: St. Louis, Mo., and East St.  
Louis, Ill.

ry 500 pounds to the square foot. It is said that this is the only fireproof warehouse in Montana. It has trackage on the Butte, Anaconda &amp; Pacific. It is equipped with two sets of the latest improved Fairbanks-Morse scales, electric elevator and merchandise chutes. It is said that the building cost \$65,000. The officers of the Jones Transfer Co., are R. T. McCulloh, president and general manager and Harry H. Frank, secretary. Its general offices are at 1 West Broadway, in the First National Bank building.

**Much** of a rumpus is being raged in Boston over the proposed paring of the celebrated Common down to permit of widening a street. George R. Stebbins, secretary of the Boston Team Owners' Association was one of the speakers in favor of this step at a recent meeting. Boston is waking up and realizing its needs, and as is characteristic of the town when it gets started, it becomes a leader in that it is one of the first cities in the country to take up with the trans-fermen, the problem of street traffic control and betterment. Terminal facilities are also being taken up with those most directly interested—the team owners.**Warrant Warehouse Co.,** of Birmingham and Mobile announces that it has plans underway for connecting up its properties with the waterfront at Mobile by means of conveyors and carriers.**Niagara Falls Transfer Co.,** has moved from the barns at Walnut avenue and

## TRANSFER &amp; STORAGE

Sixth street, Niagara Falls, N. Y., to the Brown garage on Main street.

Carter Transfer & Storage Co., Lincoln, Neb., is being sued for damages by Harvey Allen of that city who alleges that he suffered \$1,475 worth of damages when the bicycle he was riding collided with one of the Carter company's trucks on April 17.

Teamsters of Springfield, Mass., will be guests of the women members of the Blue Cross Society at a smoker on December 15 when the teamsters will be asked to co-operate in making conditions better for horses.

Boston Work-Horse Relief Association has issued its annual circular, inviting entries for the stable inspection. The inspection is made by experts employed and paid by the association, and there is no entry fee or charge of any kind. This system has been in successful operation for 9 years. The prizes are unlimited in number, and are awarded to owners, foremen and stablemen at the time of the parade. Stables of all kinds, including livery stables, may be entered, and it makes no difference whether a stable contains one horse or a hundred.

Horses are to be chased off the streets in St. Louis to make way for the motorcar. After a detailed investigation of traffic condition on Locust street, one of the main thoroughfares of St. Louis, and on which almost half the motorcar and accessory business of the city is done, the director of streets has recommended to the board of police commissioners that the use of horse-drawn vehicles be prohibited on Locust street west of Eighteenth. "Rad."

The National Dock & Storage Warehouse Co., Boston, Mass., has petitioned the supreme court for a mandamus order to compel the Boston & Maine to abide by the decision of the public service commission that it shall not discriminate against the petitioner in switching charges. To get freight arriving at East the Boston & Maine, the petitioner, it is claimed, is obliged to pay the Boston & Albany 25 cents a ton as a switching charge, but the Boston & Maine absorbs this charge on freight going to and from the Commonwealth docks, it is declared. The National Dock & Storage Warehouse Co., 2 year ago asked the public service Commission to order the Boston & Maine to cease this alleged unjust discrimination. The commission made the order 7 months ago. The petitioner says the Boston & Maine has disregarded this order and the attorney general has refused to take action.



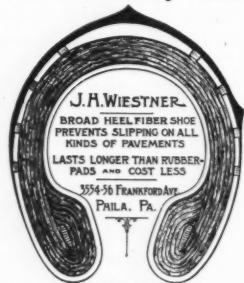
Loading Pads  
Wagon Covers, Piano Covers  
Piano Dust Covers  
Keyboard Covers  
Parlor or Baby Grand Covers  
Canvas Goods, Twine,  
Rope, Etc.

Wm. A. Iden Co.  
564 Washington Blvd., Chicago, Ill.

**P. F. BURKE**  
DAMRELL & D STS. SO. BOSTON, MASS.  
MANUFACTURER OF

**PATENT STEEL TOE CALKS**  
BLUNT AND SHARP  
ALSO BURKE'S IMPROVED  
HORSE SHOERS' FOOT VISE  
DIES FOR WELDING SHARP CALKS

## The Economy Shoe



Although this shoe costs less, it has all others beaten by tests as a gripper on smooth pavements—not only for a few days, but until it is worn out. It has no equal for relieving lame, tender or shelly feet. All who have tried this shoe, praise it. Fits hot or cold.

It will pay you to write to  
**JOHN H. WEISTNER, Mfr.**  
3554-56 Frankford Avenue,  
PHILADELPHIA, PA.

Two men delivered 17 pianos in one day with this truck.



W. T. SLEIGHT MFG. CO.,  
303 Wulsin Building,  
Indianapolis, Ind.

## Warehouse and Van Supplies

Furniture and  
Piano Mover's  
Equipment

Wagon, Van and Auto  
Truck Covers.

Furniture  
Loading  
Pads

Piano Moving Covers  
Piano Dust Covers  
Piano Hoists.

Hoisting Belts  
Surcingle Belts  
Piano Dollies, etc.

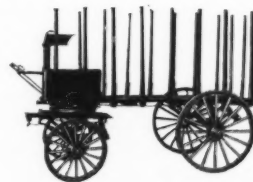
WRITE FOR PRICES

Telephone, Main 2691.

Manufactured by

F. F. Hopkins Mfg. Co.  
322 W. Lake St.,  
CHICAGO, ILL.

Old shabby looking wagons do not advertise your business. Winkler-Grimm Drays will look like new, longer than any other make.



Catalog 32C free on request.

**Winkler-Grimm Corporation,**  
formerly Winkler Bros. Mfg. Co.  
310 Anthony St. SOUTH BEND, IND.



## FOR SALE

Gibson Oat Crusher and Elevator used in connection with same. Both in good condition. Price \$50.00. Columbia Transfer Co., 822 Clark avenue, St. Louis, Mo.

Transfer and Storage Business in the best business city of 15,000 in the State of Ohio. Address, Box 40, care TRANSFER & STORAGE, Westinghouse Bldg., Pittsburgh, Pa.

Three-ton Kelly-Springfield Moving Van. Full van body that cost \$600. Used 7,000 miles, in excellent condition. Not sufficient work in our locality to keep it busy. Address, Security Storage Warehouses, Wilmington, Del.

We have the best truck proposition for storage or transfermen in a new 2-, 3- or 5-ton truck. As agents for the Avery trucks we will divide dealers' commission with any transfer company. Cash or credit. William E. Good Transfer Co., 140 E. Third St., Dayton, O.

Dec. 15-3t

Storage business in city of 24,000. Storage has 60 lock spaces with 20 room apartment attached, large garage. All for \$11,000. Always full, a money maker. Address Box 48, care TRANSFER & STORAGE, Westinghouse Bldg., Pittsburgh, Pa.

Dec. 15-3t

## WANTED

Position as stable manager or foreman, private or commercial. Thoroughly understands all duties of stable management. Graduate veterinary surgeon. Best of references. Address Box 54, TRANSFER & STORAGE, Westinghouse Bldg., Pittsburgh, Pa.

Dec. 15-3t

## ANOTHER SERVICE

Until further notice, all For Sale, Help Wanted, Positions Wanted and other similar advertisements, not exceeding 40 words, will be published in three successive issues without charge. This offer applies only to individuals and firms actually engaged in the transfer and storage business who are paid subscribers of TRANSFER & STORAGE. We reserve the right to reject any advertisement. Advertisements may be worded so that replies go direct to advertisers or through our office.

## Packing Household Goods for Storage and Shipment

BY GRANT WAYNE

This able treatise can now be had in booklet form.

Furniture warehousemen are using it to educate their patrons up to a higher standard of packing household goods.

Your estimator will find it easier to obtain satisfactory prices for packing jobs if you teach your patrons the difference between good packing and bad packing.

We will print your advertisement on the outside back cover of this booklet without charge on orders of 1,000 or more.

1,000 for .....	\$25.00
500 for .....	14.00
100 for .....	3.00

A post card will bring a sample.

**Transfer & Storage**  
Westinghouse Bldg., Pittsburgh, Pa.

## Use Sweet's Welded Toe Calks

Toe Calks that are welded to the shoe, forming an integral part, are the safest to use. They cannot drop off and cause injury to the horse. Welded Toe Calks extend clear across the toe and enable the horse to get the best possible grip on the road. This broad, firm grip enables the horse to pull his load with confidence. Sweet's Toe Calks are made from high grade, tough steel and will stand up under the most severe usage. Ask your horse-shoer why Sweet's are the best for your horses.

**FRANKLIN STEEL WORKS**  
Joliet, Ill. Cambridge, Mass.  
Hamilton, Ontario.

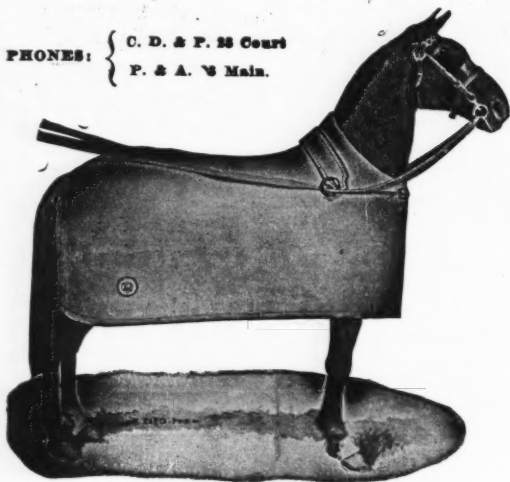


How thoroughly have you investigated the question of the calks? Is the saving you think you are making by using adjustable calks **real** or is it only **apparent**? Are you having trouble with your horses' feet and legs? Are your horses giving you the proper service day by day and in the point of years? How about your list of accidents?

Have you made comparative tests on different kinds of pavements? All we ask is that you get at the **facts** in the matter. Or if you "haven't time" ask your horse-shoer what his experience proves.

**FRANKLIN STEEL WORKS**  
Cambridge, Mass.  
Joliet, Ill. Hamilton, Ont.

PHONES: { C. D. & P. 28 Court  
P. & A. 18 Main.



We are  
The Original and Only  
Manufacturers of the  
famous  
**STAG BRAND WATERPROOF**  
**HORSE**  
- - - AND - - -  
**WAGON**  
**COVERS.**

FOR SALE BY ALL LEADING SADDLERS  
THROUGHOUT THE UNITED STATES.

**Pittsburgh Waterproof Co.**

435 Liberty Street, PITTSBURGH, PA.

**Any Man Who Owns a Horse**



makes a mistake if he neglects asking what nails are used in shoeing him.

To have "Capewell" nails used for any and all kinds of service is the wisest precaution a horse owner can take.

**Capewell Nails  
Hold the Best**

This means the most economical shoeing; the most secure footing for the horse; prevents lost time and trouble for the driver.

It will always pay you to have "Capewell" nails used. Best nail in the world at a fair price—not cheapest regardless of quality.

**The Capewell Horse Nail Co.**  
Hartford, Conn., U. S. A.

Largest Makers of Horse Nails in the World.

Have You Sent in Your  
Listing for  
*The*  
Transfer & Storage  
**Directory?**





## We Have Blazed the Pure Feed Trail

As the sturdy Pioneer marked the trail of our great western civilization—we have blazed the great Eastern Trail for **PURE Feed**. We have gathered the golden grain from our fertile fields, ground and mixed them with Pure Sweet Cane Molasses from our Southland and laid it at the door of the consumer of the Great East.

Hundreds have used **Excello Horse Feed** and have profited by it and every day brings us new friends. Our progress has been like that of the Pioneer—slow and steady, but the goal is reached. We have paved the Pure Feed highway and to-day **Excello Horse Feed** is known for its purity and economy in the largest and best markets of the world. When you feed **Excello** you are feeding the best. Order more to-day.

**Excello Feed Milling Co.**  
St. Joseph, Mo.

Write for Price and Booklet.

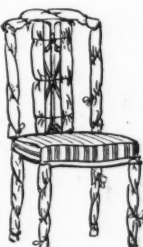


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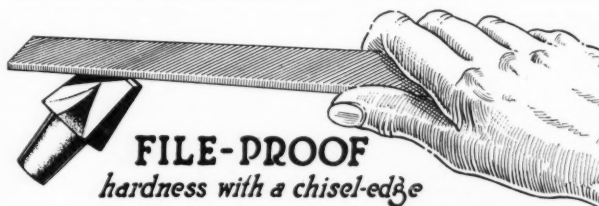
No rusty or frozen nuts, bolts, snaps or levers to lose time with.

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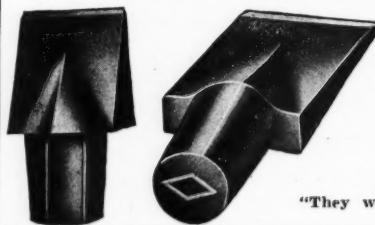
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Soon show the kind of material that has been put into them. Our wagons are carefully constructed with the very best material and workmanship. All lumber used in constructing our wagons is air seasoned. We guarantee the durability of our wagons and they will stand the wear and tear to which this class of vehicles is subjected. Write to-day for our catalogue. Do it now.

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The sturdiness and durability of Highland delivery bodies are best evidenced by the long service they are giving to thousands of merchants.

Time and again you will see a Highland body and an ordinary body in service side by side in the same town. They may have looked alike at the start, but compare them after even a few months of service.

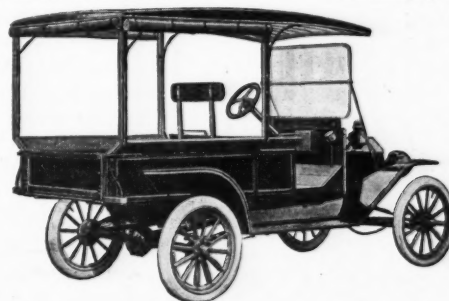
That's why the Highland to-day has an unassailed reputation for superiority.

One of these two catalogs will interest you. Write for it.  
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No. 15 Commercial Bodies for Ford chasses

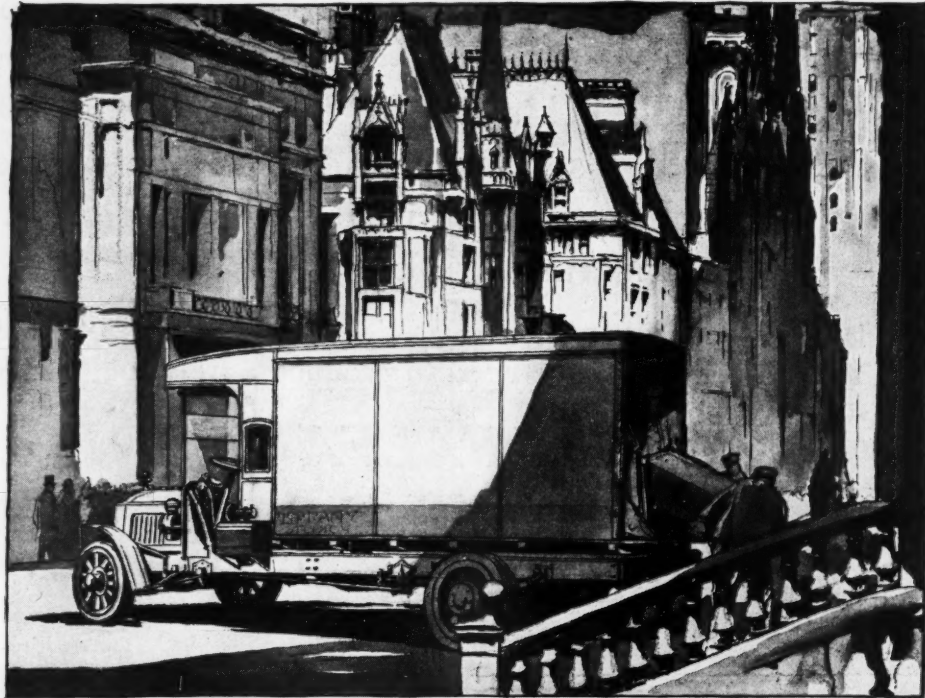
**The Highland Body Mfg. Co.**

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Open Express Body, with canopy top and curtains.



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can maintain daily express routes that horses could not attempt without relaying.

One hundred and eighty-three owners in ninety-five cities, operating four hundred and five Packards in express service, have proved this to their profit.

Packard New Type Chainless Trucks are built in seven sizes, of 1, 1½, 2, 3, 4, 5 and 6 tons' capacity, respectively, all uniform in design—the only complete line of silent, chainless motor trucks in the world.

Suitable frame lengths for light and bulky loads are offered in each size, and by the use of demountable bodies, which may be loaded while the truck is busy on a route, a constant transportation service can be maintained. Send to department G for catalog.

**PACKARD MOTOR CAR COMPANY, Detroit**

Ask the man who owns one





## TRANSFER & STORAGE



"Through hub-deep mud—where no rear-wheel-drive truck could possibly travel!"—  
Bell-Bockel Co., Quad Owners and Contractors at Altoona, Pa.

# December Is Quad Month

*Jeffery dealers select month when road conditions are exceptionally bad to demonstrate the amazing ability of the Jeffery Quad—the truck that drives, brakes and steers on all four wheels.*

**C**ELEBRATING the world-wide acceptance of the Jeffery Quad as the *ultimate* type of motor truck, Jeffery dealers this month are giving a series of remarkable demonstrations. Their purpose is to drive home, more forcibly than ever before, the fact that this truck does everything the standard rear-wheel-drive type of truck can do, and then goes on doing things that no other truck in the world can do. They have chosen the month of December because heavy snow-falls, thaws and rains make the roads particularly bad at this time—and because it is under the most difficult conditions that the Quad most clearly demonstrates its superior ability. If you are not already thoroughly posted on the Jeffery Quad, see your dealer, or write the Jeffery Company for complete information.

### World-Recognition

Originally designed and built by the Jeffery Company to replace the four-mule team in the United States Army, the Quad during the past year, by the sheer merit of its performance, has met with tremendous success in commercial service in practically every part of the world. In this period, more than 2,900 Quads have been bought, built and sold from the Jeffery factory—a record never before equaled for trucks of similar capacity. Today the Jeffery Quad is known and recognized the world over as a *super-truck*.

**The Only Truck of Its Kind in Existence**  
—the only truck which drives, brakes and steers on all four wheels. M.A.S. Automatic Locking Differentials put the power of the motor into any wheel or wheels that can get traction when the others cannot. Internal spur gears, driving directly on the inner circumference of each wheel, give a tremendous leverage. Consequently, the Quad plows through mud, sand, gravel and snow, and negotiates grades which are impassable to other trucks.

Moreover, the Quad is exceedingly economical to maintain and operate. The big saving in tires is particularly notable.

### These Men Have Seen the Light

Following is a partial list of concerns in this country which have bought the Quad and proved its superiority in practical daily service. We have room for only a few of the many names. Notice the widely varying lines of business: The United States Government; Standard Oil Company; Armour & Company; Du Pont Powder Company; Morris &

Company; American High Explosives Co.; Copper Queen Consolidated Mining Co.; Bissell Carpet Sweeper Co.; Mogollon Stage & Express Line; Tom Reed Gold Mining Co.; Milwaukee General Construction Co.; Merrell-Soule Co. (Wholesale Milk); City of Whitewater, Wis. (Fire Dept.); Marshall Oil Co.; Hart & Page (Road Builders and Quarrymen); Highland Brewing Co.; Burton Powder Co.; Wisconsin Veterans Home; Brook Hill Farm, Waukesha, Wis. (Dairying); General Asphalt Co. of Philadelphia (Contractors and Road Builders); City of Winston-Salem, N.C. (Road Building); Bethlehem Steel Co., and scores of other well-known concerns which bought only after the most searching investigations.

### Now Comes YOUR Transportation Problem

If you have not already seen the Jeffery Quad perform, you will surely want to witness one of the demonstrations conducted this month. Get in touch with the Jeffery dealer in your locality at once, or if you do not know him, write the Jeffery factory, stating the nature of your haulage problem and we will gladly send you complete information in addition to putting you in touch with our nearest dealer. Find out NOW how the Quad will save money and make money for you in your particular business.

**The Thomas B. Jeffery Company**  
Dept. 712 Kenosha, Wisconsin  
Builders of Motor Cars since 1902

### Read What Users Say About the Quad:

Lack of space limits us to quotations from only a few of the many letters in our files showing how the Quad is out-performing other types of trucks.

**ELECTRIC POWER**—Before making the purchase of our Jeffery Quad, we looked into all the standard makes. We are satisfied that our decision was correct and that the four-wheel-drive, brake and steer truck is the only one which can be used with entire satisfaction through slippery and muddy roads. —Mississippi River Power Co., Keokuk, Ia.

**LUMBER**—We are hauling regularly two tons on our Jeffery Quad and have no trouble at all, even at the present time when the snow is 8 or 10 inches deep. We have reached the conclusion that there is no truck like the Jeffery Quad, and we think we have the worst proposition in the country for a truck to overcome. —St. Croix Lumber & Mfg. Co., Winton, Minn. (Hines Lumber Co.)

**MINING**—The Quad will carry its rated capacity in places where the P. . . . truck will not go at all; whereas, the P. . . . truck, with a rated capacity of 5 tons, cannot carry over two tons up the hills at our mines. The Jeffery machine makes faster time than the P. . . . car and will operate in deep snow at times when the P. . . . machine cannot be used at all. —Portland Gold Mining Co., Victor, Col.

**ROAD BUILDING**—We have had the Quad running continuously over rough roads, steep hills and in the mud. This truck has stood the test where several other trucks working in the same conditions were unable to do the work. —Lee Moor Contracting Co., Neenah, Cal.

**GENERAL HAULING**—These two Quads are each doing the service of ten mules. —G. Bedell Moore Estate, San Antonio, Texas.

**GREAT LAKES FREIGHTING**—Our Jeffery Quad has caused our business to be increased by one-third. —Hill Steamboat Line, Waukegan, Ill.

**EXPRESS & TRUCKING**—The Quad was able to make its regular trips through the mud when the road was impassable to the 14 and 18 horse teams for 7 and 8 days. The Quad has run to date 6,385 miles and the only replacements made have been a fan spider and a fan belt. —Jay S. Jones, Winnebago, Nev.

**ICE**—We have used our Jeffery Quad going on two years and find it perfectly satisfactory in every respect. A rear-drive truck would have been of no use to us, as we are off pavement 2 1/2 blocks and in the gumbo right on the banks of the Missouri River, and for ten weeks this past season we were constantly in the mud. The Jeffery Company are fine people to do business with. —Sioux City Artificial Ice Co., Sioux City, Iowa.

**STANDARD OIL**—Our first month's output with the Quad was a little over 27,000 gallons. The second month it was nearly 31,000 gallons. We make all our country trips with the Quad, from 20 to 50 miles out and back, over all kinds of roads, over stubble fields to threshing outfits, and have also gone over newly plowed ground to reach a tractor plowing outfit. —F. L. Williams, Standard Oil Agent, Kenosha, Wis.

See your Dealer or write the Jeffery Company for information—TODAY.

### What the Jeffery Quad Does

Pulls with all four wheels.  
Brakes on all four wheels and drive shaft.  
Steers on all four wheels.  
Carries two tons on its back.  
Goes through mud or snow up to its hubs.  
Climbs difficult grades.  
Plows through water 34 inches deep.  
Turns within 45 ft.  
Economizes tires.

# Jeffery Quad

## Power on All Four Wheels

TRANSFER & STORAGE

# SPRING STEP RUBBER HORSE SHOES

THE SHOE THAT MAKES THE HORSE "COME BACK"

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The only REAL  
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